

# Italian coalition on brink of collapse over hijack crisis

From John Earle, Rome

The Republicans yesterday withdrew their three Ministers from the Italian coalition in a move expected to seal the fate of the government. The coalition, led by the Christian Democrats, had been in power since the 1983 elections. It was formed by the Christian Democrats, the Socialists, the Democrats, the Radical Party, and the Italian Communist Party.

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**Cruise victim was shot twice**

From Robert Fisk, Beirut

Leon Klinghoffer, the 69-year-old American Jewish pensioner, was shot twice in the back and once in the head before being pushed overboard off the Syrian port of Tartus.

Details of his death came to light only yesterday, after American and Syrian pathologists identified the body, which was taken from the sea off Tartus on Tuesday, in the Tishrin military hospital in Damascus.

**Opticians can keep their profits**

By Nicholas Timmins, Social Services Correspondent

A government decision to claw back £14.2 million in "excess" profits on National Health Service spectacles by cutting opticians' fees was ruled unlawful in the High Court yesterday.

**Scots teachers vote to boycott exams**

By Ronald Faux

Scottish teachers, members of the Educational Institute of Scotland, yesterday voted overwhelmingly in a secret ballot for a boycott of next year's secondary examinations.

**JP's concern for baby wrapped in tea towel**

A probation officer was summoned yesterday to explain why a young unmarried mother in his charge was left with no money to support her baby.



Mr Leon Klinghoffer, the American tourist killed during the Achille Lauro hijack, photographed by a fellow passenger before gunmen seized the ship.

**Parkinson to face secrets Act inquiry**

By Michael Horsnell

Mr Cecil Parkinson, the former Conservative Party chairman, is to be questioned by a senior officer from Scotland Yard's serious crimes squad about alleged breaches of the Official Secrets Act.

**Commonwealth debates sanctions**

From Nicholas Ashford, Nassau

The leaders of 46 Commonwealth countries, representing a quarter of the world's population, opened their biennial summit yesterday, determined to avoid a family squabble over the issue of economic sanctions against South Africa.

**Pressure on Britain to avoid showdown**

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**Four accused of Gandhi murder plot**

By Craig Seton

Four Sikhs are to appear in court in Leicester this morning accused of conspiring to murder Mr Rajiv Gandhi, the Indian Prime Minister, during his two-day visit to Britain.

**US condemns Nicaragua over civil rights**

Washington - The Reagan Administration yesterday condemned as "repressive moves" Nicaragua's suspension of civil rights and called upon all those who supported democracy in Nicaragua to join the US protests (Mohsin Ali writes).

**Weatherall**

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# Newman pledge on riot policing

By Rupert Morris

A full operational review of the policing of the Tottenham riot, and training for all ranks in the use of plastic bullets, was promised yesterday by Sir Kenneth Newman, Commissioner of the Metropolitan Police.

He told a tense annual meeting in London of the Police Federation, in a speech punctuated by occasional heckling: "Police must never again be asked to stand and take such a sustained and vicious attack. When missiles and petrol bombs are thrown the police response must be firm and it must be immediate."

**Drugs, riot Bills in new session**

Government Bills aimed at strengthening the laws on riot, affray and hooliganism and curbing drug trafficking are expected to be introduced in the Queen's speech on November 6.

**Harmful rises**

Rising labour costs are harming Britain's industrial competitiveness. Average earnings in the 1984-85 pay round were up by 9 per cent, the biggest increase for four years.

**Video alarm**

Video nasties are leading children to act out scenes of violence and distorting their view of sexual behaviour, a parliamentary study group says in a report today.

**Peres's secret**

Mr Shimon Peres, the Israeli Prime Minister, arrived in Washington with a private Middle East peace plan that is not known even to his inner Cabinet.

**Cape deaths**

At least six people, including a white Marine, have been killed in widespread unrest in mixed race Coloured areas around Cape Town.

**Smiling Irish**

Northern Ireland improved their World Cup qualifying chances by beating Romania 1-0 in Bucharest.

**Quality counts**

The art of selecting the right candidate for a job is the secret of leadership, but many companies have directors of inferior quality, says John Lidstone, chairman of the Management Consultants' Association, in an introduction to today's eight-page general appointment section.

**Special Report**

Consumer spending is at its highest level but shops and stores must now sell style as well as goods.

**Leader page 13**

Letters: On PLO, from Mr E. de Bono, and others; unemployment, from Dr P. G. McGrath and Mr D. F. Bratt.

**Obituary, page 14**

Mr Gordon Welchman; Sir Neville Faulks.

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# Government proposals on Civil Service pay meet union opposition

By David Felton, Labour Correspondent

Government proposals for a pay system for 500,000 white collar Civil Servants were formally unveiled yesterday by the unions who gave warnings that unless ministers are prepared to amend them, there would be a "savage" reaction from staff.

Negotiating meetings between the seven unions and senior Treasury officials will start next week but union officials were last night deeply pessimistic about the prospects of achieving a pay agreement because of serious differences of principle with the Government.

Central to the disagreement between the two sides is the Government's insistence that comparisons of Civil Service salaries with private sector pay should be constrained to pay movements in the middle range, ignoring the highest and lowest 25 per cent. That in the unions' view means the establishment of a "kitty" which the Government would have available for pay increases and would lead to the unions fighting each other for their share.

The Government, however, has made clear that comparisons will be only one factor in fixing Civil Service pay. Also taking into account will be departments' ability to recruit, retain and motivate staff and all will be subject to a government

over-ride if its financial strategy could be threatened.

An element of arbitration is on offer in the proposals but the unions' demand for unilateral arbitration is dismissed and any award by the Civil Service Arbitration Tribunal would only be acceptable to the government if it fell within certain limits.

For next year's negotiations it is proposed that an Office of Manpower Economics survey would report on pay movements in the private sector and the rate percentage offered by the Government would lie between the upper and lower quartile of settlements.

In future years, the Government has suggested that there would also be a report on pay levels, which some unions hope could rectify what they see as the Civil Service's fallbehind pay for comparable private sector jobs.

But the constraint would mean that the money available would have to be within the middle range of settlements. Union leaders last night said that the proposed system was lacking in flexibility and will relegate Civil Servants to the third division of the pay league.

All seven unions are agreed that the Treasury proposals, which are underwritten by the Cabinet, are "seriously flawed". Several union leaders said yesterday that there could be no

## Students want principal dismissed

Students at a college in east London, at the centre of a race dispute, yesterday called for the dismissal of their principal to restore harmony.

A meeting of 1,000 students at Waltham Forest College voted in favour of a student union deputation to the local authority on Monday to call for the dismissal of Mr Jack Fuller. They also voted for a "peaceful" picket outside the college to continue until the end of this week, to express their anger over "racist remarks" made by the principal in a letter to *The Times*.

Mr Charles Anderson, the union president said after the meeting that an apology from Mr Fuller to the students was not enough. "His explanation so far is not adequate. Feelings are running high and the students want him out."

Earlier, Mr Fuller, aged 59, was turned away from the front gates of the college by students shouting "Get the racist out." Some students rushed forward and banged on his car.

The students' union said that Mr Fuller would not be allowed into the college while there was a picket line.

Mr Mike Blagden, vice-principal of the college, which has 9,500 students, said that classes would continue as normal. The students union had written to staff apologizing for the picket line, and that some lecturers had been unable to get into the college.

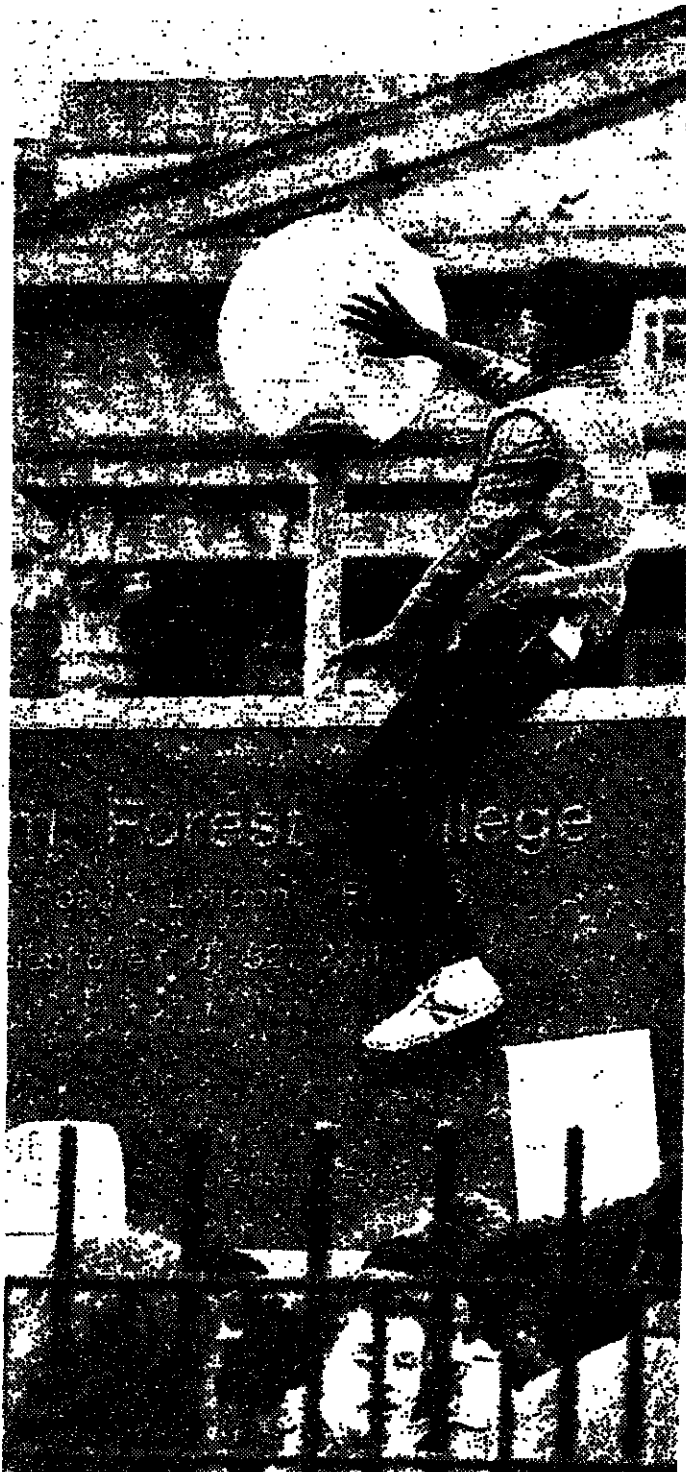
The dispute began after Mr Fuller wrote to *The Times* blaming young West Indian intruders for some thefts, vandalism and intimidation at the college. An emergency meeting of the college governors on Tuesday night expressed "regret" at any social offence caused by Mr Fuller's remarks.

Another dispute is brewing over a report Mr Fuller wrote about a trip to Jamaica last August as part of a cultural exchange scheme organized by the London-based Caribbean Progressive Association.

A copy of the report leaked to the press, contains statements by Mr Fuller about how the party was the victim of three street assaults in broad daylight, in one of which his wife had a gold chain and pendant

snatched from her neck. Mr Blagden said yesterday that he knew about the report and a copy had gone to the governors but had not been discussed yet.

Mrs Fuller said at her home in Chigwell, Essex, yesterday



A student making an individual protest outside the college entrance yesterday (Photograph: Chris Harris).

that a gold chain had been stolen but she declined to make any further comment. Mr Fuller went on the trip in an official capacity, Mr Blagden said.

Mr Larry Davis, aged 19, vice-president of the students' union, said that they had a copy of Mr Fuller's report, which would be discussed later this week.

● Demonstrators gathered again yesterday outside Drummond Middle School in Bradford to protest against Mr Raymond Honeyford, the head teacher at the centre of a racism accusation. No trouble was reported. Only 180 of the 530 pupils were at their desks.

Mr Jack Fuller, whose letter precipitated the dispute.

## Joseph told of parents' hardship

By Lucy Hodges, Education Correspondent

Sir Keith Joseph, Secretary of State for Education and Science, yesterday refused once again to provide more money to settle the teachers' pay dispute, after the local authority employers had told him how the dispute was affecting some parents.

Mrs Nitya Harrison, leader of the Labour-controlled employers, who headed a deputation to see Sir Keith, said they told him about a mother who arrived at school with her child at 9 am in order to get to work on time.

However, because of the dispute she was told her child would not be allowed in to school until 10 am.

In two weeks' time Sir Keith

is expected to remove the National Union of Teachers' majority on the teachers' side of the Burnham negotiating committee. At present it has 16 votes against the combined 15 votes of the other teaching unions.

Sir Keith has proposed reducing the NUT's voting strength to 13 to reflect its declining membership and to leave the other unions with 15. Because the NUT has been blocking progress, this could pave the way to a solution.

It is proposed that NATFHE, the college lecturers' union, lose its vote on Burnham. At present it frequently does not use its vote or abstains.

## Record firms accused

Music lovers who have converted from traditional hi-fi to the new stereo compact disc are getting a raw deal from some record companies who have increased prices of discs by 23 per cent because of a shortage in supply.

The claim has been made by Sony, the Japanese consumer electronics group, which is also one of the principal proponents

of compact disc technology. The attack on the record companies is made by Sony's hi-fi product manager in Britain, Mr Steve Dowdle, in an article published in the company's publication, *CD Magazine*.

The compact disc which provides a stereo LP was launched in the spring of 1983 but the discs are still scarce, Mr Dowdle says.

## Kinnock urged to take policy initiative

By Philip Webster, Political Reporter

Mr Neil Kinnock is to be urged by his Shadow Cabinet to build on his Bournemouth party conference triumph by leading the political debate next year with a series of key policy speeches at cities throughout Britain.

The Labour leader, his authority enhanced by his onslaught on the far left, is being advised to follow the example of Mr Harold Wilson before he came to power in 1964, after 13 years of Tory rule, of travelling around the country setting out in detail what a Labour government would do.

In particular they want Mr Kinnock to avoid giving a low profile to the party's defence policy, divisions on which greatly damaged Labour at the last election. Instead they want him to stress the party's commitment - repeated continually at annual conferences - to remain in Nato.

At a strategy session at Rottingdean, Sussex, last week the Shadow Cabinet, the majority of its members probably with some disappointment, accepted that they could not expect serious changes or modifications to Mr Kinnock's non-nuclear defence policy. That includes pledges to send back cruise, scrap Trident, immediately de-commission Polaris, and remove United States bases by negotiation.

Although unhappy about aspects of the policy, particularly the de-commissioning of Polaris, they accept Mr Kinnock's new authority has given him the right to impose his line to achieve a settled defence policy.

But the Shadow Cabinet majority feels that to avoid charges that Labour would leave Britain defenceless, they must at every opportunity point out how other elements of Labour policy would fit in with the over-riding commitment, to remain in Nato.

The explanation of defence policy would be a key part of the nationwide policy exposition which Mr Kinnock's colleagues are urging him to make, with a series of speeches on the party's economic, industrial, social and educational policies.

● Two Labour MPs are to leave the far left Campaign Group in protest at what they call its "authoritarian" behaviour and its increasing opposition to Mr Kinnock's leadership.

In a move which could have significant repercussions for the left, Mr Kevin Barron, the miners' backed MP for Rother Valley and Mr Derek Fatchett, MP for Leeds Central, will be the first defections from a body which since the last general election has tried to take over from the Tribune Group as the principal left forum in Parliament.

## Newspapers threatened at Thomson print plant

By Barrie Clement, Labour Reporter

Four national newspapers are tonight under threat of disruption as a deadline for industrial action expires at the Thomson Wither Grove Plant in Manchester.

Fresh talks between Mr Robert Maxwell, chairman of the British Newspaper Printing Corporation, and representatives of the International Thomson Organisation, ultimate owners of the printing complex, broke down yesterday.

Later Mr Maxwell, publisher of Mirror Group Newspapers, threatened to issue protective notices to the group's journalists and other white-collar staff based at Wither Grove.

He also gave warning that he would take legal action against Thomson if the company was not able to fulfill its contractual obligation to print MGN newspapers.

Tonight's deadline for industrial action was imposed by print unions on Tuesday night after Lord Thomson, chairman of International Thomson, cancelled a meeting with Mr Maxwell scheduled for yesterday. The 1,660 printworkers at the site who are Thomson employees, have all been issued with dismissal notices which take effect at the end of the year. That follows the collapse on September 24 of a plan by BNPC to buy the Manchester plant.

Thomson, which prints the northern editions of the *Mirror*, *Sunday Mirror*, *Daily Telegraph* and *News of the World* at Wither Grove, refused to comment on the developments.

## Boy accused of PC's murder

A white boy aged 13 was charged yesterday with the murder of Police Constable Keith Blacklock during the riots in Tottenham, north London.

He and two black youths aged 14 and 15 were remanded for seven days in the care of the local authority under a secure accommodation order by Tottenham Juvenile Court after police objected to bail.

## Steelmen strike

Nine hundred steelworkers at Sheffield Forgemasters' Atlas site are on strike over a decision by new managers to abandon a practice in which shop stewards negotiated pay for the whole workforce.

## Thames crash

Three Thames lightermen were feared dead after a carrying barge collided with a tug at Tilbury Docks in Essex yesterday.

The Times overseas selling prices: Australia \$29; Belgium 8 frs 50; Canada \$26; Denmark 9.00; France 10 francs; Germany 10.00; Greece 12.00; Hong Kong 10.00; India 10.00; Italy 10.00; Japan 10.00; Korea 10.00; Luxembourg 10.00; Netherlands 10.00; New Zealand 10.00; Norway 10.00; Portugal 10.00; Singapore 10.00; South Africa 10.00; Sweden 10.00; Switzerland 10.00; Taiwan 10.00; Thailand 10.00; USA \$1.75; Yugoslavia 10.00.

## BBC seeks views abroad on banned programme

By Hugh Clayton

The BBC said last night that it had begun a survey of the attitudes of overseas audiences to the crisis in the summer over the cancellation of the television programme that included an interview with an alleged IRA leader.

The programme, originally to be shown early in August, was broadcast for the first time by the corporation last night. It was cancelled by the BBC governors after they had received a letter from Mr Leon Brittan, who was then Home Secretary.

A furor within the corporation was quickly followed by

broadcasts by state-controlled radio stations in countries such as Yugoslavia and Czechoslovakia that said the cancellation called into question the supposed impartiality of the BBC.

The programme, *At the Edge of the Union*, included an interview with Mr Martin McGuinness, alleged to be a former chief of staff of the IRA. Some BBC journalists said in August that any suspicion abroad that the corporation was controlled by the British Government would make their work harder and might even endanger their lives.

## Mother denies ill-treatment

A mother aged 21 told Bristol Crown Court yesterday that she had never ill-treated her two children.

Gail Clemett who, with her lover, James Lane, aged 31, is accused of cruelty, said she was very happy living with Mr Lane and had been upset when her children were taken into care.

Miss Clemett, formerly of Munro Place, Barry, South Glamorgan, told the court: "If he had handled the children roughly I would have attacked him."

She said she could not explain a number of bruises found on the children, Bethan, aged one, and Nicholas, aged two, when they were examined by a paediatrician.

Questioned by Mr Roger Thomas, defending, she admitted causing one bruise at the top of her daughters leg but said she had never sought to hide that. "I have no idea where the other bruises came from but they were not caused by my physically abusing the children," she said.

The case continues today.



The Princess of Wales visiting a Remploy factory during a tour of Coventry yesterday where she was also shown around a £600,000 complex of almshouses.

## More pressure to review TUC ballot cash ban

By Donald Macintyre, Labour Editor

Support for a rethink of the TUC boycott of government money for postal ballots seems certain to increase after moderates captured the chairmanship of the employment committee yesterday.

Mr Roy Grantham, general secretary of the Association of Professional Executive Clerical and Computer Staffs, defeated by 11 votes to 8 Mr Ken Gill, the hard-left TUC chairman who is opposed to modifying

the three-year-old policy of non-cooperation with the 1980 and 1982 Employment Acts. Some union leaders saw the vote as an indication of the growing support to reconsider the boycott in time to prevent the suspension of the Amalgamated Union of Engineering Workers from the TUC. Next month the engineers will vote on whether to continue to defy TUC policy by accepting government funds.

A decision on how to deal with the issue, and the related case of whether the official boycott of closed shop ballots should be maintained, were deferred until next month's meeting of the employment committee to allow the TUC to gather more information and opinion from affiliated unions.

Pressure to change the policy was encouraged by the Electrical Electronic Telecommunications and Plumbing Union which listed cases when sections or branches of leading unions had cooperated



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## £8m temple faces green belt test

By Colin Hughes

Plans to build the largest and most significant Swaminarayan Hindu temple outside India on land formerly owned by Harrow School are expected to face the Government with a key test of commitment to London's green space.

The scheme, for an 11,350 square metre religious complex costing up to £8 million and taking more than six years to build, has brought environmentalists and residents' lobbies into conflict with those seeking to promote race relations in the multi-ethnic area of Brent.

Brent Council has given planning permission for the temple, which will be built of white marble with a 65 ft dome, and the Greater London Council planning committee yesterday agreed not to put any barrier.

The plans will go to Mr Kenneth Baker, Secretary of State for the Environment, with the GLC's recommendation

that the development "can properly be permitted". He faces the task of balancing local support among the Hindus for their scheme against protest from prominent Conservatives.

Among objectors is Mr Rhodes Boyson, MP for Brent North. He said yesterday: "This site is designated Metropolitan Open Land, which the GLC themselves accept is as good as being green belt. There is no racist element whatsoever in objections to this plan, it is purely on environmental and traffic considerations. I would oppose it if it were an Anglican cathedral."

"In the light of the new emphasis on green politics which ministers are assuring us has taken over at the Department of Environment, I think their judgement on this will be a sure test of their attitude."

The London Wildlife Trust says the building will destroy

hundreds of trees, and ruin the habitat for flowers rare in London, as well as 30 different wild-fowl species which live on the 4-acre site.

It was sold to the Hindu Mission in Brent by Harrow School earlier this year for a reported £400,000, having formerly been known as "Duckers' Pond", a pool used by the boys for swimming.

Mr Ken Livingstone, prospective Labour candidate for Brent East, the adjoining constituency, whose flat overlooks the site, told the planning committee he would be delighted to see "such an attractive building" out of his window, built "not for private gain, but for the benefit of the community."

Dr Indravadan Patel, a trustee and co-ordinator of the project, says their architect surveys show traffic increase would be "a drop in the ocean", and argues that beauty of the building will make it "the pride of Brent."

## Jury clears night attacker

A teenager who left his best friend paralysed from the neck down in a frenzied night attack, wept as a jury cleared him of attempted murder yesterday.

The court was told that Adrian Lilienfeld, aged 18, was in a deep sleep when he went berserk and stabbed his friend

20 times with a kitchen knife and beat him with a club. Lilienfeld, of Waverley Avenue, Twickenham, told police he had "a terrible dream and just lashed out". He denied attempted murder and causing grievous bodily harm with intent.

Inner London Crown Court was told the two friends returned after an evening out to the family home of Michael Cummings, aged 20, in Lawrence Avenue, Ealing, where Lilienfeld went to sleep at the foot of Michael's bed.

## EXPORT MARKETING CONFERENCES.

The first one-day conference in the BOTB "Export Marketing" series will take place at the Barbican Centre on 5th November 1985.

The conferences will not only be valuable to the new exporter, but help existing exporters review their activities in the light of the latest techniques.

They'll include case histories, audio-visuals, comprehensive documentation, and there'll be plenty of time to question the experts.

The speakers will be provided by the Institute of Marketing and SITPRO. And each one-day conference will cover such subjects as Why do you need to export? Selecting and Investigating a Market, Attacking the Market, and Getting your Goods to Market and Getting Paid.

The cost of the Barbican Conference is £85, including VAT, lunch and documentation.

Telephone Mr. McGroarty on 01-215 5366 for further information and place reservations.

The conference series is sponsored by the BOTB with the support of the Institute of Export, the Institute of Marketing, the Institute of Physical Distribution Management, the Market Research Society, the Simplification of International Trade Procedures Board (SITPRO) and other professional organisations.

Further conferences in 1986 will be held in:

Harrogate, February.  
Bristol, March.  
Glasgow, April.  
Manchester, May.  
Cardiff, June.  
Belfast, September.  
Birmingham, October.  
Newcastle, November.

For details of these conferences, ring 01-215 5366 or write to the British Overseas Trade Board, Room 215, 1 Victoria Street, London SW1H 0ET.

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# Video nasties blamed for childrens violence and distorted view of sex

By Sheila Beardsall

Video machines are leading children to re-enact scenes of violence and distorting their view of sexual behaviour, according to an investigation published today.

Lord Nugent of Guildford, chairman of the Parliamentary Group Video Inquiry, said of its report: "Our worst fears were confirmed."

"It adds confirmation to the view that exposure of children to these sorts of scenes may lead them to violent behaviour and may be a major contributor to what we see happening in our cities."

The inquiry took nearly three years to gauge the views of sociologists, child psychiatrists, paediatricians and educationists. Its findings are published today in *Video Violence and Children*.

Last year the inquiry published a survey of 4,500 children which showed that 45 per cent of those aged seven and over had seen at least one video nasty.

The National Society for the Prevention of Cruelty to Children has found similar results from 1,500 replies to questionnaires from families with problem children.

These show that more than half the children had seen at

least one "18" rated video and nearly 40 per cent had seen at least one on the Director of Public Prosecutions' banned list.

In homes where parents often watched violent or pornographic videos, children were much more likely to see them too, the NSPCC found.

Members of the parliamentary group are calling for a review of existing law and its enforcement, and measures to deal with what they described as "a new social phenomenon".

They said the whole subject of pornography and its availability also needed careful review.

Dr Clifford Hill, director of the inquiry and consultant sociologist at the Home Office, said: "Some children and young people are addicted to violence in much the same way as they are becoming hooked on drugs. Only this is even worse. There is strong evidence that children copy what they see on the screen."

Dr Hill said most ordinary children suffered some short-term effect from seeing a video nasty. A few children would be permanently affected.

Dr Hill said there was also evidence that violence on television news programmes led

to more violent behaviour among children.

One headmaster had told him of children forming ranks in the playground and charging each other in a re-enactment of the miners' strike.

Mrs Pat Wynne-Jones, another member of the inquiry and a former primary school teacher, said: "One little girl came to me and said she now knew all about sex because of a video she had seen."

"She said it was about a big man holding down a lady and the lady had screamed and screamed and screamed."

Mr Peter Liddell, deputy headmaster of a west London comprehensive, believed "the moral welfare of the future generation is at stake".

He had carried out his own survey at school and found that out of 73 teenagers picked at random, 63 had seen at least one banned video.

Both Dr Hill and Professor Sir Martin Roth, a psychiatrist at Cambridge University, put part of the blame on the breakdown of the family.

The most popular banned films with both children and parents were "The Evil Dead", "Zombie Flesh-Eaters" and "The Living Dead".

Dr Hill said that to bring in new laws would require "considerable political courage" because of the high value placed on personal freedom. The Video Recordings Act, when fully enforced, is hoped to stem the number of video nasties available.

*Video Violence and Children*, edited by Geoffrey Barlow and Alison Hill. Hodder and Stoughton, £4.95.

Percentage of children who have seen four or more '18' rated video films

	Age (years) of children					All ages
	7-8	9-10	11-12	13-14	15-16	
Boys	9.3	20.7	25.6	44.3	71.9	26.7
Girls	7.8	6.5	21.5	38.1	53.5	21.5
Both	8.5	14.2	23.8	41.3	61.3	24.2

Source: NSPCC

## Jobless to work on crime prevention

By Peter Evans, Home Affairs Correspondent

The long-term unemployed are to be given work on crime prevention schemes, Mr Douglas Hurd, the Home Secretary, revealed yesterday.

Under an expanded community programme the jobless will be given tasks such as fitting door locks and window locks for elderly and disabled people and helping with neighbourhood watch schemes. They would also be used to "create a social and physical environment less conducive to vandalism".

Mr Hurd said that crime was a legitimate source of public worry and outrage. "It is wholly understandable that many people, particularly those in the more deprived areas where crime rates are highest, should feel alarmed both by the growth in crime rates and by the nastiness of some of the individual offences which are committed," he said.

Mr Hurd, who was speaking to New Bridge, whose role includes helping former prisoners to re-enter society, said that the young were the most prolific criminals. The peak age for offences was 15.

"I am under no illusions about the deadliness of some of the offences committed by young people. I cannot sympathize with those who argue that custody can never be justified where the offender is a juvenile."

"But the striking thing about young criminals was how many of them did not grow up to be adult criminals. Studies done by the Home Office suggested that a remarkably high proportion of boys were convicted of an offence once in their teens but never or scarcely ever again."

He added that a big renovation of Victorian-built prisons had recently been started.

Severe restrictions on jail visits lead to more crime, with released inmates committing new offences, according to the National Association for the Care and Resettlement of Offenders.

Narco said yesterday that limited opportunities inside prison to retain links with family and the community increased the likelihood of released prisoners re-offending.

## Fall in grain harvest forecast

By John Young

The EEC grain harvest, afflicted by the poor summer, is expected to be at least 7 per cent below last year, according to a survey by the Home Grown Cereals Authority.

The final figure may turn out to be substantially lower as the provisional estimate of nearly 140 million tonnes is thought to have been inflated by an unrealistically high estimate for Britain.

The Ministry of Agriculture has predicted a drop of about 6.5 per cent, roughly the same as in France and West Germany. But in Belgium the crop is estimated to be down by 19 per cent, in the Netherlands 17 per cent, Ireland and Italy 10 per cent and Denmark 9 per cent.

The ministry's figure of nearly 25 million tonnes has been challenged by farmers' and suppliers' organizations which expect the British harvest to be close to *The Times*'s prediction of little more than 22 million tonnes.

In spite of the reduced harvest, however, there will once again be a substantial and embarrassing EEC surplus.

## Fake goods trade cost 100,000 jobs

By Our Technology Correspondent

The world trade in counterfeit goods is worth more than £40 billion a year to pirates, and has cost the European Community alone 100,000 jobs, thousands of them in Britain.

Tough new measures are needed to stem the tide, two reports to be presented to the European Parliament say. A series of proposed measures, including stronger customs control, to counteract the illicit trade will be disclosed in Britain tomorrow.

The reports, by the External Economic Relations Committee of the European Parliament, will be presented in Strasbourg parliament next week.

More than 60 countries are involved in counterfeit trading. France loses £500 million a year and the Swiss clock and watch industry loses £300 million annually.

The reports and their implications will be unveiled in London by Dame Shelaigh Roberts, Conservative MEP for London South West and chairman of the committee engaged in their production.

## Price war clouds car show

By Clifford Webb, Motoring Correspondent

The glitter of a motor show does not change. At yesterday's Press preview of the fourth biennial Motorfair which opens in Earle Court, London, today the most photographed bazaar in Britain was draped across a sleek new car, diamonds were the prizes for diligent stand-searchers, and a pop group made conversation impossible within 50 yards of a Japanese car stand.

But behind the scenes industry chiefs were worried men. Most put on a brave face for the media, and it was left to Mr Sam Toy, chairman of Ford in Britain, to give public voice to their fears.

He said there was no sign of a let-up in the discount price war. Nearly everyone was losing money. Even Ford, the market leader in Britain, lost £14 million last year.

Austin Rover, Ford's biggest rival, attracted large crowds with the first British showing of its concept sports car, the MG EX-E backed by the MG Metro 616 rally car.

With 20 models on show, General Motors has its biggest ever display at Motorfair. It includes a new fuel-injected Astra GTE five-door hatchback.

## Lord Peart's attacker jailed for nine years

Three fragments of wood helped to put Lord Peart's "vicious" attacker behind bars yesterday for nine years.

Lord Peart, aged 71, the former Minister of Agriculture and Labour MP for Worthing, was beaten over the head with a sawn-off shotgun when two masked raiders burst into his home. The force of the blows was so great that the walnut stock of the gun was splintered, the Central Criminal Court was told.

In June, two months after the raid, armed detectives arrested Vernon Fenton, aged 36, at his flat in Plummer Road, Brixton, south London, and found a shotgun with a broken stock. The pieces of wood recovered from the scene of the crime fitted the gun "like a jigsaw", Mr Anthony Wilcken, for the prosecution said.

Fenton was sentenced to nine years imprisonment for wounding Lord Peart at his home in Woodspring Road, Wimbledon, south London, last April, robbing him and possessing a firearm. The second robber has not been identified.

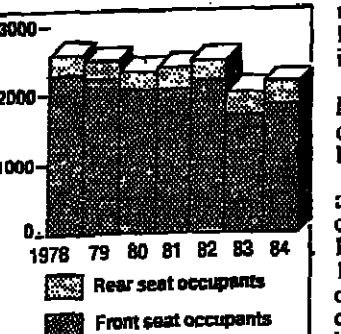
## Seat belts save 200 lives a year

By Michael Bailey

The compulsory wearing of seat belts has prevented an estimated 200 deaths and 7,000 injuries each year, according to studies by the Department of Transport and the London School of Economics, published yesterday.

While there was a rise of 1,624 in pedestrians and cyclists killed and seriously injured by cars and light vans over a two-year period, this was not regarded as significant.

The independent assessors, Professor James Durbin and Professor Andrew Harvey, of the LSE, concluded that there was a rise in deaths among both rear-seat passengers and, probably, pedestrians



Deaths in cars and light vans before and after the 1983 law.

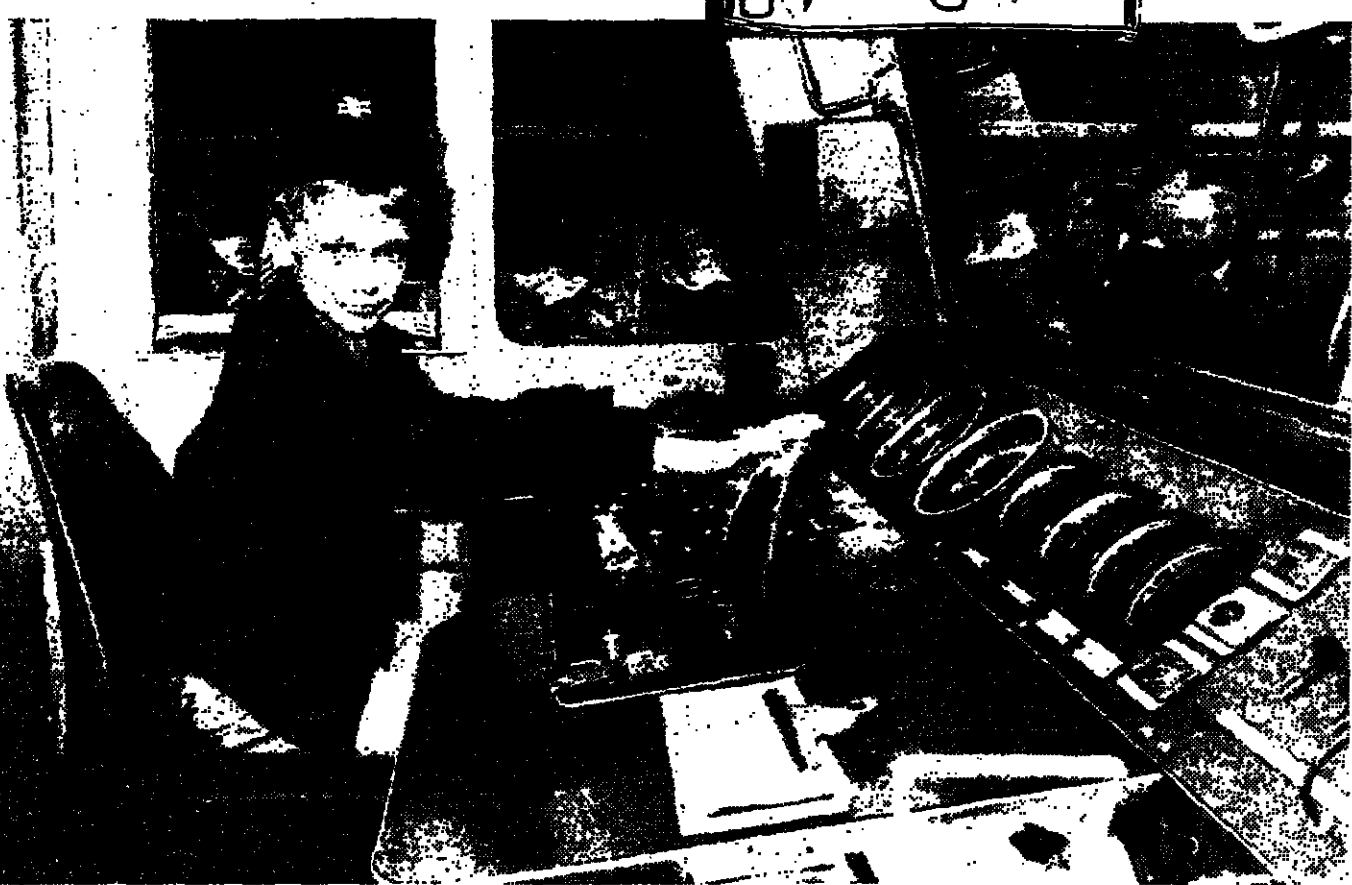
cyclists, after introduction of the regulations. They did not feel changes in driver behaviour when wearing seat belts were

responsible, since there was little or no increase in serious injuries.

The higher death rate may have been due to changes in the distribution of passengers between front and rear seats.

The estimated net effect, adding together results for categories of road-user, between February 1983 and December 1984 was a reduction in deaths of between 397 and 879, and in deaths and serious injuries of between 14,890 and 15,600.

The results were published without comment by Mrs Lynda Chalker, Minister of State at the Department of Transport, as a guide to Parliament, which must decide within three months whether to extend the legislation



Matthew Rix, aged 10, of Downham Market, Norfolk, at the controls of a 110 mph British Rail locomotive at Euston station, London, yesterday after naming it Velocity. His choice of name was the winning entry in a BBC children's television show contest (Photograph: Dod Miller).

## 'One line' shops hit by big retailers

By Robin Young

A third of adult shoppers do not visit a bakers', fishmongers' or greengrocers' shop even once a week, according to a survey which suggests that specialist food retailers are rapidly losing ground to multiple grocers' supermarkets.

Mintel Publications interviewed 1,021 adults and found that only 42 per cent had visited a baker in the last week, a 10 per cent drop since 1982.

Only 11 per cent had been to a fishmongers' shop, compared with 15 per cent in 1982, and for greengrocers the proportion of customers had declined from 59 per cent to 48 per cent.

The three categories of specialist food shops are dropping far behind other food retailers, Mintel says.

Since 1980 food retailers as a whole have increased sales by 39 per cent, but greengrocers only increased their sales by 30 per cent, fishmongers by 21 per cent and bakers by four per cent.

Bakers now sell little more than a third of all products in the £2 billion bakery market and have been overtaken by large grocery retailers.

In another report Mintel says that sales of frozen foods have almost doubled in the last ten years and increased by more than a quarter since 1981 to total an annual £3 billion.

Specialist Food Retailers and Frezzer Centres (Mintel Retail Intelligence Publications, 7 Arundel Street, London WC2R 3DR, £135 each).

## Plea to develop blacks' skills

By Lucy Hodges, Education Correspondent

Schools should make young people from ethnic minorities more employable by developing their most marketable skills, according to a three and a half year research study of black and Asian youngsters which was funded by the Department of Education and Science.

The research, which contains 38 recommendations for schools, further education, local and central government authorities says that big changes in attitude towards black and Asian pupils are needed. Some schools may contain genuinely racist teachers it says.

Many ethnic minority children want to continue with their education at 16 in the hope of getting the jobs they desire the research team from Keele University, supervised by the then professor of education, John Eggleston, says. But social processes in school and society works against it.

Based on a study of 562 young people in six local education authority areas reaching the age of 16 in 1981-82, the report says that young whites were more likely to find jobs. None of the black males in the study had a full-time job.

Among the report's 38 recommendations are:

- ethnic minority children should not be "ghettoised" by being forced to take subjects which are a "soft option"
- Teachers should encourage black children so that they gain confidence in their abilities
- Careers service staff should give more attention to preparing young people for interviews

The letter, dated July 28 1983, said: "I still can't believe my luck and I just wonder how many others have tried the same course without success."

"... I did get the impression that the DoT surveyors were a bit short on wood ship experience."

"I enclose my account for the day in London and the subsequent declarations. I am sure that you appreciate that the events were quite exceptional and had I failed in their 'grilling' all would have been lost!"

"To issue such a declaration for nothing would also demean its value. So you will appreciate that a reasonable fee goes without question. It is still cheaper than £100,000 per boat."

It was understood that the figure of £100,000 referred to the cost of a survey by a department surveyor.

The Marques, which appeared in the BBC Television series *The One Line*, was hit by a hurricane force squall during the Tall Ships Race on June 3 1984 and sank with the loss of 19 lives.

Earlier yesterday Mr Reeder referred to a letter from Mr Litchfield which said that insistence on repeated inspections for certification would result in "impossibly high expenditure" on the Marques.

The inquiry continues today.

Contract compliance, page 12

## Doomed TV sailing ship had no official inspection

The sailing ship Marques, which sank with the loss of 19 lives, was issued with a document of seaworthiness against a government department's normal practice, the public inquiry into the sinking was told yesterday.

Mr John Reeder, for the Secretary of State for Transport, said prolonged representations by the owners resulted in the Department of Transport granting the barque a load line exemption certificate in 1983 "contrary to its normal mode of operation".

Instead of an inspection by a

department surveyor, a report was accepted from the owners' surveyor, Mr John Perryman, of Gorleston, Norfolk.

Mr Reeder said the implications of a letter Mr Perryman wrote to a part-owner of the Marques, Mr Mark Litchfield, concerning the survey "will be explored in evidence".

The letter, dated July 28 1983, said: "I still can't believe my luck and I just wonder how many others have tried the same course without success."

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## Managers blamed for lack of skill

By Bill Johnstone, Technology Correspondent

The skills shortages in computing and related disciplines in Britain are due to management ignorance of micro-electronics and how to train people to use the technology, a study edited by a senior fellow at the Science Policy Research Unit shows.

The report says: "Management rarely anticipate the requirements of micro-electronics technology for future skill needs in detail. This failure precludes them from carrying out necessary training and from influencing educational and training organizations to meet future skill needs."

"In many instances, shortages result from inadequate training programmes, from demarcation practices inhibiting the learning of multi-skills, and from the division of skill trainees into technical and craft."

Recent reports by an industrial committee led by Mr John Butcher, Under Secretary of State for Trade and Industry, highlight the growing skills shortage, a prime cause of the annual high technology trade deficit of more than £200 million. Both the TUC and the House of Lords have also recently published studies calling for more government investment.

Planning for Micro-electronics in the Work Place (Gower Publishing Company, Aldershot, Hampshire £19.50).

Contract compliance, page 12

## £55m plaza for old store site in Oxford St

By Judith Huntley, Commercial Property Correspondent

The former Bourne & Hollingsworth department store, a landmark in Oxford Street, is to become a £55 million shopping and office complex called the Plaza on Oxford Street.

It will be built behind the 1928 facade of the old store, which closed in 1979, and will be on four floors with a strong emphasis on fashion.

There will be landscaping and a floor of restaurants and food shops. The plaza will lie between the world's largest record store, the HMV shop in Oxford Walk, and the Virgin Megastore.

The scheme is being carried out by Mr Julian Markham's Glengate Holdings and Kumagai Gumi, one of Japan's largest public construction companies. Each is putting up an equal amount of money to finance the project and each will receive an equal share of profits.

British financial institutions were reluctant to fund the development, which includes more than 130,000 sq ft of offices, but Mr Markham was able to arrange a deal with the Japanese within a month.

The first Clark & Fenn Award for creative design in fibrous plaster has been won by the Casson Cord Partnership and Karl Schlamminger, for the Ismaili Centre in central London.

## Wider market for venison

Venison will soon be widely available on supermarket shelves. It went on sale this week at 34 Waitrose stores, the subsidiary of the John Lewis Partnership, at prices ranging from £1.99 a pound for "pie" venison to £4.79 a pound for loin steaks.

The company recently bought "a substantial quantity" of carcasses from the British Deer Producers' Society, a co-operative formed in Scotland last year. There are now more than 100 deer farms in Britain, producing about 3,000 carcasses a year.

The National Trust hopes to take over large stretches of the North-east coast as part of Enterprise Neptune, a scheme re-launched earlier this year aimed at bringing about 250 miles of coastline under its protection.

The Marsden Rocks at South Shields and three Co Durham coastal areas - between Seaham and Rhyhope and Eastington, and the Blackhall Rocks near Sunderland - are being considered.

## Wreckage of jet found

A large section of wreckage from the Air-India jumbo jet that crashed off the southern coast of Ireland in June, killing all 329 people on board, was recovered yesterday by salvage teams.

It is understood the wreckage, brought up from a depth of more than a mile, is a 1,000lb forward section of the jet.

## Professor dies

Mr John Dodge, professor of journalism at the City University, London, and former director of the National Council for the Training of Journalists, died on Tuesday after a heart attack. He was 56.

You can make the first move at the age of 15, or you can wait until well into your twenties.

You can join the Army for 4 months, or you can make it your career.

Within these limits, there are a number of possibilities that might appeal to you.

**While you're at school.**

There are two ways of joining.

Firstly, you can apply for a 2-year Army Scholarship which will enable you to study for your 'A' levels or their equivalent.

We consider this a preparation for Sandhurst.

After an interview, and if we think you have what it takes to be an Army Officer, we'll give you a grant of £250 a term.

When you apply for a Scholarship, in December and June, you must be between 15 years 11 months and 16 years 5 months.

As an alternative to staying on at school, you can apply for a place at Welbeck, the Army's own sixth-form college, which provides an education aimed at a commission in one of the Army's technical corps.

To qualify, you must be well up to GCE or SCE 'O' level standard in English Language, Maths, Physics and at least two other subjects, preferably including Chemistry.

At the time of joining in January or September, you must be between 16 years and 17 years 6 months.

Success at Welbeck and satisfactory 'A' level passes will earn you a place at Sandhurst. From there, you'll have a good chance of going on to read for a degree.

**When you leave school.**

Three options are open to you.

If you already have or expect to get five 'O' Levels, including English Language, you can apply immediately for a Short Service Commission of 3 years which can be extended later on by a further 1-5 years.

With additional qualifications you could plump for a full career, Regular Commission.

Either way, you'll start your training at Sandhurst learning how to be an Officer.

After Sandhurst, your salary as a Second Lieutenant will be £7,480.

Another scheme which appeals to school-leavers is what we call a Short Service Limited

While you study we'll pay you £17,009 over three years in return for a minimum of 5 years service as a Regular Commissioned Officer after graduation.

A Bursary is similar to a Cadetship except that you commit yourself to only 3 years as an Officer and receive £900 a year to supplement any LEA grant you may be awarded while you study.

**When you graduate.**

You can choose a Short Service Commission of 3 years or a full career, Regular Commission.

Although a degree is not a short cut to the top in the Army (qualities of leadership, courage and maturity are as important as academic qualifications) you will get ante-dated seniority.

In other words, having completed your Sandhurst course, you'll join as a Lieutenant instead of a Second Lieutenant.

To start with, this means you'll pick up £9,679.

**Write to Major Floyd.**

What we haven't covered is the job itself, your choice of regiments, the opportunities for promotion.

Then there's the Regular Commissions Board, a 3-day selection process for Officer training. It's all covered in a brochure we've written about being an Army Officer.

Tell us your date of birth, your school or university, the educational qualifications you have or expect and we'll send you a copy.

Address your letter to Major John Floyd, Army Officer Entry, Dept C31, Empress State Building, Lillie Road, London SW6 1TR.

# A commission in the Army. How and when to apply.

**Army Officer**



# Full programme of Bills highlights controls on drugs and violence

By George Hill

Bills to control violent disorders and drug trafficking, to reshape social security provision and to privatize British Gas are among the main items of government legislation expected to be announced in the Queen's Speech on November 6.

With an exceptionally long list of projects competing for parliamentary time, there is little sign of the lassitude that governments traditionally allow in the approach to a general election, when the temptation to shun unpopular initiatives and save up goodies for the manifesto begins to impose itself on party managers. But several important commitments, such as reform of pensions and the rates, are probably off the agenda - at least almost certainly until after the election.

The busiest department in legislative terms is likely to be the Home Office, with four important Bills expected. The most complex will be the public order Bill, to strengthen and clarify the sometimes archaic laws on riot, affray and violent disorders. In the light of the miners' strike, football hooliganism and riots, the Bill will include provision announced by Mr Douglas Hurd, the Home Secretary, at the Conservative Party conference last week to control minor disorderly conduct, including rowdiness and racial and other intimidation.

Drugs: The Drugs Bill will create a new offence of trafficking, with penalties of up to 14 years imprisonment, and will allow the seizure of any assets of traffickers which cannot be proved to have been legitimately acquired. Suspects' assets, and those passed to third parties, will be able to be frozen.

Shop hours: Among the most bitterly-fought Bills of the session will be that to relax

restrictions on shop opening hours, and in particular to extend Sunday opening, which some religious interests will oppose passionately.

The Home Office may also bring forward the long-discussed Bill strengthening controls over experiments on animals. Proposals for reform have been set out in two White Papers, but there is still intense controversy over how far the new controls should go.

**Social security:** The main legislative project from the Department of Health and Social Security, and one of the chief topics for the session, will be Mr Norman Fowler's reform of the social security system. It is expected to include the replacement of supplementary benefit and family income supplement with a simpler structure of income support and a new system of discretionary payments for special needs.

Officially, the intention is still to include a section dismantling the state earnings-related pension scheme, but the plans have been so widely criticized that ministerial hints are that they may be modified and perhaps postponed.

The department will also need to take new powers to implement a contract recently negotiated with pharmacists. The Green Paper on general practice, expected before the end of the year (but already much deferred) may involve no legislation. But the lengthy consultations necessary make it improbable that any Bill could be brought forward this session.

**British Gas:** The Bill to enact the privatization of British Gas is likely to be introduced early in the session. Another Bill from the Department of Energy will replace the British National Oil Corporation by an Oil and Pipelines Agency with reduced remit.

## BILLS LIKELY NEXT SESSION.

**Agriculture:** Food labelling; legislation and regulations on the environment.  
**Defence:** Privatization of HM Dockyards; Armed Forces Bill.  
**Education:** School governors.  
**Employment:** Wages councils.  
**Energy:** Gas privatization; BNOC abolition.  
**Foreign Office:** Ratification of Spain and Portugal's admission to the EEC.  
**Health and Social Security:** Social security; pharmacists' contracts.  
**Home Office:** Public order; drugs trafficking; Sunday opening of shops; animal experiments.  
**Scottish Office:** Home ownership; legal aid.  
**Trade and Industry:** Financial services.  
**Transport:** Okehampton by-pass.  
**Treasury:** Building societies; personal tax Green Paper.

**Building societies:** The Treasury's building societies Bill will widen the societies' powers to compete as widely-based financial institutions. The department's Green Paper on personal taxation, promised in the last Budget, should appear by the end of the year. It will put forward means of minimizing the poverty trap for low earners and attempt to remedy tax discrimination against married women.

**Finance rules:** The Department of Trade and Industry is planning a financial services Bill laying down new rules to cover the conduct of City transactions. A copyright Bill will revise the law of patents. Schools: The Department of Education is preparing a new Bill whose main purpose will be to strengthen the role of parent governors in state schools, as foreshadowed in the White Paper, *Better Schools*.

**Industrial relations:** Mr Kenneth Clark, deputy to Lord Young at the Department of Employment, has hinted that he is considering whether to propose further legislation on industrial relations. He will decide before Christmas whether to issue a Green Paper. Easter but there is insufficient time for legislation this session.

Mr Clark is considering the rules requiring union leaders to submit themselves for periodic re-election, which Mr Arthur Scargill has been able to evade by giving up his vote on the executive of this union.

**Naval dockyards:** The Ministry of Defence will bring forward legislation to privatize the Royal Naval Dockyards. The fundamental statute governing the Armed Forces, which lapses every five years to allow Parliament to reassess its constitutional authority, comes up for renewal and the opportunity will be taken to revise disciplinary codes.

**Food labelling:** The Ministry of Agriculture, Fisheries and Food means to take powers to require fat content of foods to be indicated in the labelling and to take advantage of the powers it secured in this year's Food and Environmental Protection Act to regulate the use of pesticides, dumping of wastes at sea and the movement of contaminated food in a nuclear emergency.

**Scotland:** At the Scottish Office, legislation is planned to make home ownership easier and to improve, but not cut, the Scottish legal aid scheme.



Mr Douglas Hurd, Home Secretary, laying flowers yesterday at a memorial in Hans Crescent, Knightsbridge, to three police officers killed outside Harrods by an IRA bomb in December 1983 (Photograph: Rod Miller).

## Inadequate supply of home helps

By Our Social Services Correspondent

Only 18 of the 108 local authorities in England are providing as many home helps for the elderly as they should, eight years after minimum standards were laid down.

Ms Harriet Harman, Labour's social services spokeswoman, said a survey of local authorities showed that 90 had fewer than 12 home helps for each 1,000 of their population aged over 65, the minimum set down in national guidelines in 1977, and 28 had fewer than half that figure.

The Isle of Wight, at the bottom of the league, had fewer than three per 1,000 people.

She is to challenge Mr Norman Fowler, Secretary of State for Social Services, to act to ensure councils at the bottom of the home help league improve their services.

## Stolen spares went to Argentine Navy

A British company selling stolen Rolls-Royce parts supplied spares for Argentine Navy destroyers.

Oxford Crown Court was told yesterday. Skytrade (International) Ltd traded through the secondary sales market after the Falklands war when parts were hard for the Argentines to find. Mr Jeremy Roberts, QC, for the prosecution, said.

David Stott, aged 59, a director of the company has pleaded not guilty to conspiracy to receive stolen Rolls-Royce parts between December 1, 1976 and March 26, 1984. It was alleged that with two other men and Skytrade International Ltd, Stott received the parts stolen by Timothy Rigley, a store manager at Rolls-Royce, Leicester, since being imprisoned after admitting stealing various parts from Rolls-Royce.

Mr Roberts said that Stott formed Skytrade in 1973 with

James Moore and Wallace Truslove. The firm, based near Crofton, Surrey, bought and sold spare parts for gas turbine engines used in aircraft, warships and hovercraft.

A police investigation exposed Skytrade's dealings with Rigley. "For something like seven or eight years Rigley had been systematically stealing spare parts worth hundreds of thousands of pounds and had handed all of them over to Mr Moore and Mr Truslove."

There is no suggestion that this company was in direct contact with the Argentine Navy. But they were in contact with other firms in the secondary market. They must have known they were supplying parts for that navy."

Mr Roberts said that Mr Moore died in 1978. Mr Truslove was also charged but committed suicide before he could be brought to court. The trial continues today.

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## Childrens 'illness' invented by mothers

By Thomson Prentice Science Correspondent

Doctors were warned yesterday to be on the alert for cases in which mothers invent illnesses on behalf of their children.

Some children have been admitted to hospital many times, examined by teams of doctors and subjected to a range of tests, some of them painful, for non-existent conditions whose symptoms were fabricated by their mothers.

Such cases are rare forms of Munchausen's syndrome in which patients invent illnesses to draw attention to themselves. Dr Nicholas Rutter, a child health specialist, said at the British Medical Association congress in Cairo.

Among documented examples in recent years was the case of a woman who pricked her finger and put the blood in her child's urine to deceive doctors. Another gave her child drugs to make the infant appear ill. A girl aged two was treated for diabetes for six months before doctors discovered that the mother had added sugar to the child's urine.

The girl was prescribed insulin which could have caused her brain damage but her mother changed it for distilled water. The same woman invented neurological symptoms in her son aged five. He was investigated more than 100 times.

Another child was admitted to hospital, 12 times, had six examinations under anaesthetic, was seen by 16 senior doctors and her urine was tested 150 times.

Dr Rutter, senior lecturer in child health at Nottingham University Medical School, told doctors at the congress: "Fictitious epilepsy should be considered if a child is reported as having frequent fits which are never witnessed by anyone else, the mother and which respond poorly to anti-convulsants."

Later Dr Rutter said that the women involved often had some sort of medical background such as part training in nursing or as a receptionist in a surgery.

"Once their deception has been exposed or they are confronted they stop what they have been doing."

Dr James Appleyard, consultant paediatrician from Canterbury, said he had experienced only two cases of the syndrome in 15 years. "It is a very rare problem but it may be more common than we realize."

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## Queen's Bench Division

Law Report October 17 1985

Court of Appeal

Regina v Secretary of State for Foreign and Commonwealth Affairs, Ex parte Pirbhai and Others.

Before Sir John Donaldson, Master of the Rolls, Lord Justice Parker and Lord Justice Croom-Johnson.

[Judgment delivered October 15]

Where a claim over expropriated property was made by the citizens of one country against the government of another country and a situation existed with serious implications for the conduct of international relations, the court, whether or not it had jurisdiction to intervene, should act with a high degree of circumspection in the interests of all concerned.

The Court of Appeal so stated in giving its reasons for dismissing on October 9 an appeal by three applicants, Mr Kamriddin Pirbhai, Mr Chimanbhai Shivabhai Amin and Mr Vrajlal Vasant, from the decision of Mr Justice Woolf who had refused their applications for judicial review.

Mr Ian MacDonald and Mr Tim Owen for the applicants; Mr John Laws and Mrs Rosalyn Higgins for the Secretary of State.

The MASTER OF THE ROLLS said that the appeal concerned the affairs of a group of British citizens of Asian extraction who once lived in Uganda. They are expelled by President Idi Amin and came to the UK where they have settled.

Their property in Uganda was confiscated. The three applicants were representative of the group in that they were all seeking to recover their property or proper compensation for its seizure and they looked to the British Government for assistance.

The British Government had opened discussions with the Ugandan Government, but still presided over by General Amin, because the latter would have no dealings with the claimants. Some progress was made but in July 1978 the British Government broke diplomatic relations with Uganda and no further progress was made until diplomatic relations were restored in April 1979.

The new Ugandan Government then indicated that it was prepared to consider compensating the claimants and when, later, President Obote came to power, he made it clear that he wanted to resolve the dispute.

In November 1982 the Ugandan Parliament enacted the Expropriated Properties Act 1982 which established an adjudicator hearing appeals against the decision of the Secretary of State for the Home Department to deport an overstayer under section 3(5)(a) of the Immigration Act 1971, nor immigration appeal tribunal on appeal therefrom, were entitled to have regard to facts extant but unknown to the Secretary of State at the time of his decision to deport.

Mr Justice Mann, sitting in the Queen's Bench Division on October 16, dismissed an application for judicial review by an overstayer, and upheld the decision of the immigration appeal tribunal that they should disregard facts alleged to constitute compelling humanitarian circumstances outweighing the public interest in having the overstayer deported (see paragraphs 154, 156, and 158 of the Statement of Changes

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The Court of Appeal so stated in giving its reasons for dismissing on October 9 an appeal by three applicants, Mr Kamriddin Pirbhai, Mr Chimanbhai Shivabhai Amin and Mr Vrajlal Vasant, from the decision of Mr Justice Woolf who had refused their applications for judicial review.

Mr Ian MacDonald and Mr Tim Owen for the applicants; Mr John Laws and Mrs Rosalyn Higgins for the Secretary of State.

The MASTER OF THE ROLLS said that the appeal concerned the affairs of a group of British citizens of Asian extraction who once lived in Uganda. They are expelled by President Idi Amin and came to the UK where they have settled.

Their property in Uganda was confiscated. The three applicants were representative of the group in that they were all seeking to recover their property or proper compensation for its seizure and they looked to the British Government for assistance.

The British Government had opened discussions with the Ugandan Government, but still presided over by General Amin, because the latter would have no dealings with the claimants. Some progress was made but in July 1978 the British Government broke diplomatic relations with Uganda and no further progress was made until diplomatic relations were restored in April 1979.

The new Ugandan Government then indicated that it was prepared to consider compensating the claimants and when, later, President Obote came to power, he made it clear that he wanted to resolve the dispute.

In November 1982 the Ugandan Parliament enacted the Expropriated Properties Act 1982 which established an adjudicator hearing appeals against the decision of the Secretary of State for the Home Department to deport an overstayer under section 3(5)(a) of the Immigration Act 1971, nor immigration appeal tribunal on appeal therefrom, were entitled to have regard to facts extant but unknown to the Secretary of State at the time of his decision to deport.

Mr Justice Mann, sitting in the Queen's Bench Division on October 16, dismissed an application for judicial review by an overstayer, and upheld the decision of the immigration appeal tribunal that they should disregard facts alleged to constitute compelling humanitarian circumstances outweighing the public interest in having the overstayer deported (see paragraphs 154, 156, and 158 of the Statement of Changes

Regina v Secretary of State for Foreign and Commonwealth Affairs, Ex parte Pirbhai and Others.

Before Sir John Donaldson, Master of the Rolls, Lord Justice Parker and Lord Justice Croom-Johnson.

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## Law not apt in diplomacy

Law Report October 17 1985

Court of Appeal

Regina v Secretary of State for Foreign and Commonwealth Affairs, Ex parte Pirbhai and Others.



## US assures its allies with pledge to boost Pacific defences

From Paul Routledge, Singapore

The US is to strengthen its defensive network in the Pacific, despite difficulties with New Zealand and uncertainty over bases in the Philippines.

The Defence Secretary, Mr. Caspar Weinberger, told regional journalists via a seven-nation satellite link-up that Washington would continue to work closely with its allies, and supply them with the most modern weaponry.

He also disclosed that talks were proceeding with Peking on ways to modernize and strengthen China's military capability. "I think most people agree that is a good and necessary thing to do, particularly in view of the size and strength of the Soviet threat on their borders."

In a wide-ranging review of Pacific security issues, Mr. Weinberger promised Thailand and South Korea the most up-to-date equipment; welcomed the re-emergence of Japan as a maritime power in the region;

and promised more co-operation with Australia.

He also appealed to New Zealand to re-think its ban on US Navy vessels that could be carrying nuclear weapons. There would not and could not be any change in America's policy of refusing to divulge which ships were nuclear-armed.

Mr. Weinberger rejected as "totally unworkable" a proposal by Mr. Geoffrey Palmer, Deputy Prime Minister of New Zealand, that "some official" could decide whether or not there were nuclear weapons on board.

To a great extent, he went on, New Zealand had already pulled out of the Anzus pact, which links it with Australia and the US, but the door would be left open for Wellington to resume its role.

"There is no desire to punish anybody or anything of that kind. The conditions that gave rise to the Anzus treaty are still

there. The only thing that has changed is the policy of New Zealand, which, I hope, is temporary."

The Defence Secretary said a new memorandum of understanding between Washington and Bangkok would enable US forces to get vital material to Thailand very swiftly should the need arise. "In today's world, things change very rapidly and crises can arise overnight."

As to Japan, it had "totally reversed its course over the past 40 years," and was now committed to keeping peace and freedom in the Pacific. By policing sealanes in a 1,000-mile from its shores, Japan was contributing in a big way to regional security.

And with the constant threat of a "very, very foolish" attack by North Korea, the US would continue to help Seoul to acquire the most modern weapons for its deterrent force.

Turning to the Subic Bay and Clark bases in the Philippines, Mr. Weinberger said: "Security arrangements in place are vital and necessary and should continue. It's essential we maintain this kind of capability of dealing with a clearly growing Soviet threat."

"If we are not there and we are not able to do that you not only add credibility to the threat but encourage it. If you encourage them, if you tempt tyrants, then you help aggression to start."

Though he did not mention it, the US has contingency plans to expand its Guam base and has secured rights to land in the Marianas in the event of being compelled to quit the Philippines.

But the 1986 defence budget sets aside \$72 million (\$50 million) for Subic Bay and Clark, indicating that the US does not expect any early change in the status quo. The base areas are leased until 1991.

## Kasparov poised to extend his lead

Moscow - Gary Kasparov resumes his challenge for the world chess title here today buoyed by his stunning success on Tuesday against the reigning champion Anatoly Karpov (Raymond Keene writes).

Battered into almost total paralysis by the aggressive challenger, Karpov conceded defeat after 40 moves. In the 16 games so far, Kasparov has won three, Karpov two and 11 have been drawn.

The 1,500-strong audience at the Tchaikovsky Hall here on Tuesday simultaneously leapt to their feet and burst into chanting and applause as Kasparov forced Karpov's resignation.

Kasparov had earlier repeated his provocative eighth move gambit of game 12, but the champion seemed totally unprepared for this and already sank into hesitant thought after black's 11th move.

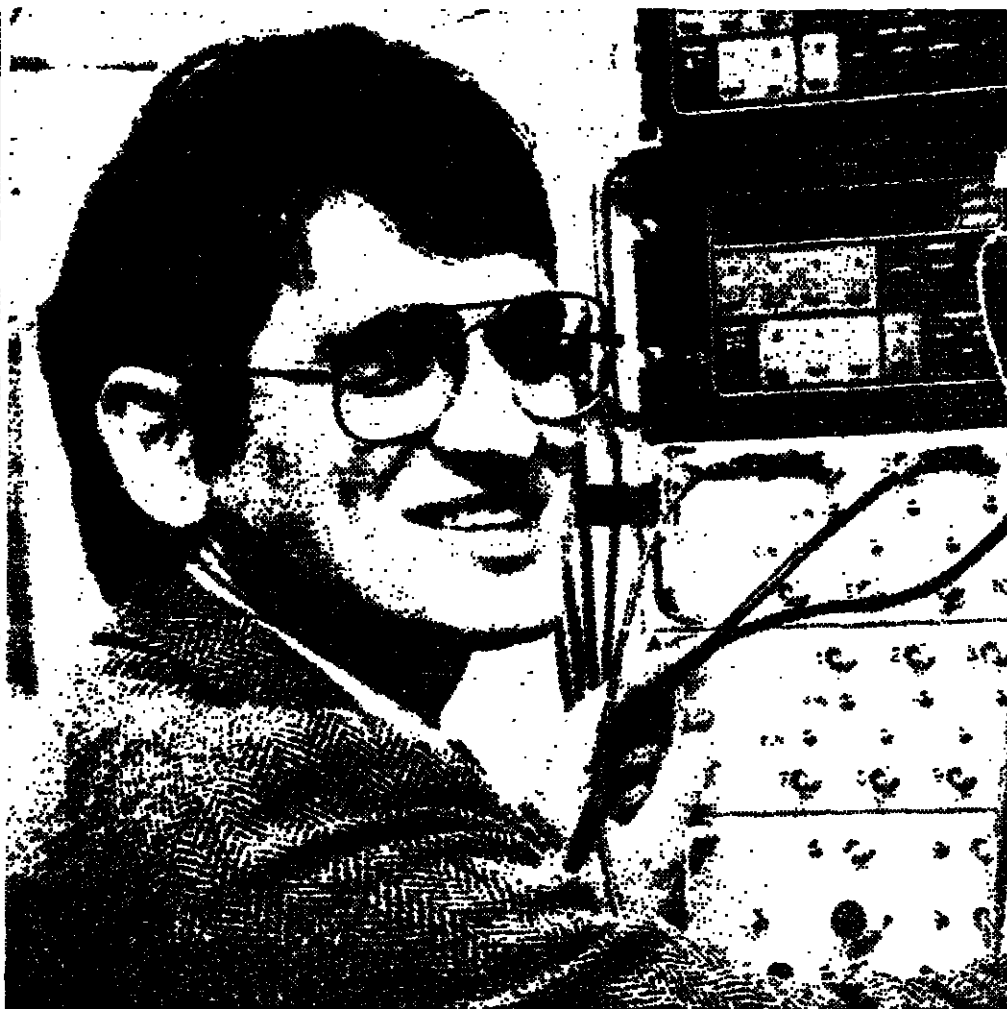
Kasparov's aides, however, confided that the challenger had prepared this gambit sacrifice of a pawn as far as the 19th move.

In spite of his extra pawn the champion seemed unable to formulate a plan.

On move 30 with P-B3 Karpov sought to wrench open the position to gain counterplay. But this move only had the effect of weakening his king's position.

Sixteenth game White Karpov, Black Kasparov Sicilian Defence

1 P-Q4	2 N-K3	3 P-Q3	4 N-K3
5 P-Q4	6 P-Q4	7 P-Q4	8 P-Q4
9 N-K3	10 P-Q4	11 P-Q4	12 P-Q4
13 P-Q4	14 P-Q4	15 P-Q4	16 P-Q4
17 P-Q4	18 P-Q4	19 P-Q4	20 P-Q4
21 P-Q4	22 P-Q4	23 P-Q4	24 P-Q4
25 P-Q4	26 P-Q4	27 P-Q4	28 P-Q4
29 P-Q4	30 P-Q4	31 P-Q4	32 P-Q4
33 P-Q4	34 P-Q4	35 P-Q4	36 P-Q4
37 P-Q4	38 P-Q4	39 P-Q4	40 P-Q4



Professor von Klitzing in his laboratory at the Max Planck institute in Stuttgart.

## Nobel prize for top German physicist

By Pearce Wright, Science Editor

A discovery which is expected to have a big impact on the development of the next generation of microelectronic devices is the topic of this year's Nobel Prize in physics.

The winner is Professor Klaus von Klitzing, aged 42, head of the Max Planck Institute of Physics at Stuttgart.

His research has provided the knowledge to exploit a phenomenon first noticed 106 years ago called the Hall effect. After the US scientist who made the observation, The effect occurs in metal strip conductors carrying an electrical current and which are exposed to a magnetic field in a particular orientation.

Under these conditions a secondary electrical field is created across the conductor. This phenomenon has been used for making small, very high speed switches operated by a magnet, requiring no physical contact to trigger it. In future the Hall-effect switch is expected to replace membrane

and mechanical switches on computer keyboards.

By exploiting the understanding of the physics behind the Hall effect revealed by Professor von Klitzing, the behaviour of electrons in the exotic semiconductor materials used for microchips can be determined precisely. These are the materials on which several thousand microscopic electronic switches are etched.

The chemistry prize, also announced yesterday, was awarded jointly to two American scientists for their development of methods to determine the structures of crystals.

Professor Herbert Hauptman, aged 68, of the Medical Foundation of Buffalo, New York, and Professor Jerome Karle, aged 67, of the US Naval Research Laboratory in Washington, DC, opened the way for the design of instruments that produce three-dimensional images of the most complicated molecules, particularly the large, complex organic molecules of natural products.

## Eight in court on Thai coup charges

Bangkok - General Kriangkarn Chomanan, a former Thai Prime Minister, was spared the indignity of customary handcuffs and leg irons yesterday when he made his first appearance in court on treason charges.

The courtesy was extended to the other accused, two retired Army officers, a retired air chief marshal and four union leaders. All deny the charges, which arise from last month's attempt by mutinous soldiers to overthrow the Government, and were remanded in custody for the third time.

## Sikh rebels kill Gandhi's man

Chandigarh (Reuter) - Two Sikh extremists on a scooter killed a local leader of Mr Rajiv Gandhi's Congress (I) party in Punjab as the new Akali Dal state government vowed to show no mercy to separatists.

In the first big extremist attack since the elections two weeks ago, Mr Ram Lubbaya, aged 55, was shot as he entered his shop in Taran Taran town, about 15 miles from Amritsar. Furious customers stoned the gunmen, forcing them to abandon their scooter and escape on foot.

## New president

Dar es Salaam (AFP) - Zanzibar's former Speaker, Idris Abdul Wakil, has been elected as the island's President. He takes over from Ali Hassan Mwinyi who is to succeed Tanzania's retiring President Julius Nyerere.

## Rally ambush

Cairo (Reuter) - Egyptian soldiers laid an ambush near the Libyan border for what they thought were smugglers, but instead they nabbed an advance medical truck for the Rothmans Pharaohs Car Rally. The incident delayed the event for several hours.

## Jail shoot-out

Bangkok (Reuter) - Police opened fire on prisoners shielding themselves with hostages who tried to bargain their way out of Sholuburi provincial jail. In the ensuing battle, five prisoners and one of the hostages, a jail warden, were killed.

## Dispute over Reagan warning to Marcos

From Keith Dalton, Manila

The US presidential envoy Senator Paul Laxalt met privately with President Marcos yesterday, but both men refused to comment about Washington press reports that the Senator delivered a warning that Communist rebels could topple the Philippine Government.

Secrecy has surrounded the four-day visit of Senator Laxalt, a close friend of President Reagan, who arrived unannounced, said to be bringing a strong warning from Washington that unless the spreading insurgency is checked, the 20-year-old Marcos government could be toppled.

Senator Laxalt carried the "hottest presidential message ever delivered to a friend", that the Philippines could become "this administration's Iran" unless Mr Marcos moved quickly to counter the growing Communist revolt. The Washington Post reported.

The State Department said the report was inaccurate and the White House said it was "a little overblown".

American concern about the successes of the estimated 12,000 New People's Army rebels centres on the threat the insurgency could pose to the two largest US overseas military bases, Subic Bay and Clark.

## Sri Lankan ceasefire panel meets

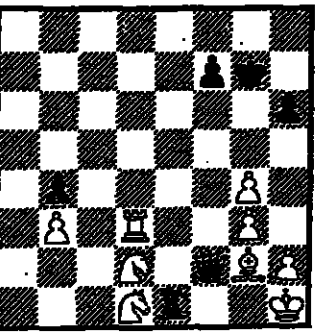
Colombo - The committee named to monitor the ceasefire between Tamil rebels and Sri Lanka Government forces had its first meeting yesterday and was told by the Minister for National Security, Mr Lalith Athulthumudali, that they had a free hand to investigate ceasefire violations by either side.

(Michael Hamlyn writes). "All facilities will be at your disposal on request," the minister said, adding that he would consider them as judges when they reported.

All sides in Sri Lanka now await with some tension the first breach of the ceasefire, which will test the determi-

nation and effectiveness of the 11-man committee.

The next stage in negotiations between Government and rebels depends on how successfully the ceasefire can be maintained. A working paper has been prepared outlining concessions the Government is prepared to make



As a copywriter, I favour the two-finger bash style of typing.

And (don't tell the client), I started writing this ad on my antiquated manual typewriter.

Inevitably, I was soon knee-deep in screwed-up A4, so I thought I'd play around with the machine I was trying to sell: Olivetti's ETV 240 Videotypewriter.

Exit cynical advertising man.

Enter videotyping's number one fan, yours truly.

I discovered that videotyping means no typing errors ever again.

When you're happy, just press the 'Print' button and sit back while the machine types your words onto the paper.

Perfect, pristine, and beautifully spaced words.

Never again will my copy, covered in arrows, scrawl and correction fluid, drive our temps screaming from the building.

And I've collected my last bin-full of waste paper and dirty look from the office manager.

YOU CAN INSERT SUB-HEADS - LIKE THIS.

That little sub-head wasn't in there a minute ago.

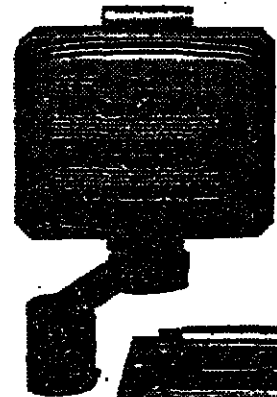
But, once I'd decided to break up the

won't) which the machine will hold until you decide to commit it to paper.

So, if you need to refer back to page 4 when you're on page 11 and take out a split infinitive, the ETV 240 will spare your blushes.

All this flexibility probably seems old hat to those whizzes who blip around on word processors.

But what's vitally important to remember is that the ETV 240 is a TYPEWRITER.



green if you've just installed an Olivetti electronic typewriter. Please don't.

If you buy the ETV 300, a separate screen with built in disk drive, you just plug it into your machine and you've upgraded it to something like the ETV 250.

It's all so far ahead of anyone else that it doesn't really need the embellishment of a copywriter.

(Hence the straightforward banner that straddles

ONE OF OLIVETTI'S RANGE OF VIDEOTYPEWRITERS.

# VIDEOTYPING IS HERE.

MY SECRETARY WON'T BELIEVE I TYPED THIS.

What I'm now using is a normal-looking electronic typewriter with an independent, moveable video screen.

As you type, the words appear on the screen and your sheet of Conqueror stays untouched.

The screen can display half a page at a time.

So, if you spot an embarrassing 'comprised of' or spelling mistake you simply correct it on the screen.

copy, all I had to do was move the cursor on the video screen to the exact point where I wanted to insert my line, type it in, and bingo!

It all jiggled into place as I watched.

The cleverness of the videotypewriter is stored in the inevitable microchip, which makes it virtually instant to operate.

And although the ETV 240 doesn't have storage in the word processor sense, you can type up to 12 pages (I promise I

And, for all its many functions, actually costs no more than the average display typewriter with its tiny window showing only twenty four characters at a time.

IT GETS BETTER.

Of course, for the office sophisticate, there is the ETV 240's big brother: the ETV 250, with single or double disk drive.

With this I could get really out of my depth. It can store reams of paperwork.

It can perform word processing favourites like merging a document with an address list.

And it can even print out one job while you're working on another.

At this point, you may be feeling a bit

this advertisement.)

So if there's anything more you'd like to know about videotyping, give Olivetti a ring or send in the coupon.

(Or if you want to talk to an enthusiastic amateur, my name's Leon Jaume and you can reach me at my advertising agency, Mavity Gilmore.)

To: Valerie Belfer, British Olivetti, 86-88 Upper Richmond Road, London SW15 2UR. Tel: 01-785 6666. Please supply me with more information on the Olivetti range of videotypewriters.

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Position \_\_\_\_\_  
Address \_\_\_\_\_  
Tel. No. \_\_\_\_\_

0171 717170

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# IF WE AUCTIONED THE VOLVO 740GL, HOW MUCH WOULD YOU BID?

Ladies and gentlemen, we are proud to offer for sale one brand spanking new Volvo 740 GL.

A 2.3 litre 4-door saloon with all the attributes one would associate with luxury motoring.

Shall we open the bidding at...

**£10,000?**

Like all Volvos, the 740 GL is constructed around, a rigid steel safety cage with impact-absorbing crumple zones in the front and rear.

energy-conserving features include a micro-processor-controlled ignition system and automatic fuel cut-off.

**£14,000?**

The car will accommodate 5 adults in comfort.

Both front seats are fitted with adjustable lumbar support and both are electrically heated. (As is the rear window.)

The internally adjustable wing mirrors can be changed as often as you like.

Whilst the 13-outlet heating and ventilation system



It is also fitted with a high-impact laminated windscreen, 3 rear seat belts and a collapsible steering column.

**£11,000?**

The car is equipped with a triangle-split dual-circuit brake system incorporating a stepped-bore master cylinder.

It has power-assisted discs all round and ventilated discs on the front wheels. Central locking and wash-wipe headlights are standard.

**£12,000?**

A unique (and patented) rear suspension system, plus MacPherson strut front suspension ensures excellent handling in all conditions.

Power-assisted rack and pinion steering is also provided as standard.

**£13,000?**

Volvo have taken particular care to design an engine with an uncommonly low level of internal friction. And other

can change the air inside the car four times every minute.

**£15,000?**

Those interested in a long-term investment (or a high resale value) will be pleased to learn that the average life-expectancy of a Volvo is now over 20 years.

To this end, the 740 has undergone a 21-stage painting and rust-proofing process, including full underbody and inner cavity protection.

In addition, exposed body sections are made from galvanized or phosphate-treated steel, or of zinc-coated steel.

Do we hear £16,000?

To: Volvo, Springfield House, Mill Avenue, Bristol BS14SA.  
Please send me further details.

Mr/Mrs/Miss \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

**THE 1986 VOLVO 740GL SOLD TO THE MAN WITH £9970.**



## Nicaragua brings back state of emergency and removes civil rights

From Alan Tomlinson, Managua

Nicaragua has reimposed a state of emergency, removing virtually all civil rights amid accusations that its principal domestic opponents are "agents and allies" of the United States. President Ortega interrupted radio and television programmes on Tuesday night to decree a ban on public meetings, demonstrations and strikes and the suspension of legal rights such as habeas corpus, the right to appeal and even minimum guarantees for defendants.

The decree also withdraws freedom of expression and movement and denies the privacy of the home or of telephone and postal communications.

The measures, imposed for a year, are even more draconian than the state of emergency which was lifted only a year ago, shortly before the country's first general election, since the Sandinistas seized power in a popular uprising against the Somoza dictatorship in 1979.

The earlier emergency was introduced in 1982 when the Contra guerrillas began to pose a serious threat to the Government as a result of US aid.

However, the resumption of restrictions comes only 24 hours after the Sandinista Army had boasted that the Contras were a declining force while, on the political front, the Government is consulting opposition parties over the kind of civil rights they want to build into a new constitution to be drafted later this year.

The new state of emergency was entirely unexpected. The National Assembly, elected with the President last November, went about its business on Tuesday unaware that the executive branch, which acts upon the decisions of the nine-man Sandinista Party leadership, had broadcast the decree.

The leading opposition Conservative Party only learnt of it when they walked out of the Chamber en bloc after accusing the Government of imposing its will on the Assembly in violation of its fundamental statutes.

President Ortega justified the measures as a consequence of increasing US pressure. He cited the renewal in June of \$27 million (£18.8 million) in Congressional funds for the Contras, the trade embargo imposed a month earlier and what he said were Washington's efforts to sabotage the Contadora initiative to find a peace formula for the whole Central American region.

Nicaragua has accused Honduras, Costa Rica and El Salvador of bowing to US pressure not to sign a regional treaty which is in the delicate final stages of drafting. A source in the Government said it was concerned that the Contadora initiative may be close to failure.

But President Ortega also blamed his domestic opponents for the need to reintroduce the state of emergency, accusing "some political parties, news media and religious institutions" of being "agents and allies of imperialism".

He was referring to the so-called Democratic Coordinating Committee, a coalition of rightist parties, businessmen and trades unionists, which boycotted the general election and whose former presidential candidates, Señor Arturo Cruz, has since allied himself openly with the Contras.

Senor Ortega was also pointing at the only opposition newspaper in the country, *La Prensa*, and the leaders of the Roman Catholic Church, principally the Archbishop of Managua, Cardinal Miguel Obando Bravo.

The paper, which has recently been publishing the Cardinal's repeated calls for "reconciliation" with the Contras, appears to be in for even tougher censorship.

The first indication that the Government intends to exercise its new powers came even before the emergency was declared. Security forces seized a church printing press on Tuesday morning after confiscating copies of a news letter on Saturday.



Rescue workers scrambling among the collapsed girders for Dhaka University survivors.

## Roof cave-in kills 37 students

From Our Correspondent Dhaka

Thousands of Bangladeshi students held a mourning rally yesterday for the scores killed and injured when the roof of an auditorium of Dhaka University dormitory caved in during heavy rain on Tuesday night. University authorities have identified 37 bodies, and the state-run radio says that at least 51 students are in critical

condition in three hospitals where 200 more have been treated.

The radio is appealing for blood donations and the military Government has announced three-days of state mourning as well as closing down all educational institutions for a day.

University officials at first estimated that about 300 students has been killed and

400 injured when part of the roof of the Jagannath Hall, in which at least 1,200 male Hindu students live, gave way. But they have scaled down the figures after a night-long search for survivors in the debris.

Engineers said that the auditorium, which once served as a parliament, was more than 60 years old. Repair work on the roof had started only on Tuesday.

## Mitterrand supports Brazil's demand for market access

From Sue Branford, São Paulo

Throughout his visit to Brazil, President Mitterrand of France has been stressing his sympathy for the country which, as the biggest debtor in the developing world, is, he believes, being forced to bear an excessively heavy burden.

On Tuesday he said that France's role was to be "a kind of advocate of the Brazilian cause, defending the link between trade and debt". He fully backed Brazil's position that the debts can only be repaid if the Third World has greater access to the markets of the industrialized countries.

He did not, however, seem to favour radical action by the debtors. He did not support, he said, a debt moratorium, and he refused to comment on Peru's strategy of limiting debt-servicing to 10 per cent of export earnings.

With elegant ambiguity, he said that "France will offer decisive support on the question of the foreign debt, until the point at which Brazil begins to hurt its own interests."

President Mitterrand will be well aware that Brazil owes French banks an estimated \$8 billion (£5.5 billion), only slightly less than the estimated \$9 billion owed to British banks.

President Mitterrand paid tribute to Brazil's rapid industrial development, which has made it the eighth largest economy in the world. In what must have been a deliberate

reference to de Gaulle's exasperated comment - "Brazil is not a serious country" - President Mitterrand said Brazil "works very seriously".

As well as Brazil, President Mitterrand is visiting Rio and São Paulo.

Mitterrand originally intended to spend an entire day in Rio as the guest of the state Governor, Senhor Leonel Brizola, with whom he has considerable political affinity. However, he later cut his visit to half a day, in view of the frosty reception given to the proposal by President Serney who regards Senhor Brizola as his most dangerous political opponent.

Apart from the foreign debt, the other main topic has been the setting up of a joint cultural project. The first beneficiary will be Tizuka Yamasaki, who is to be given \$3.5 million - the largest budget ever received by a Brazilian film-maker - to make a film of the life of Santos Dumont, who is regarded in both France and Brazil as the inventor of the aeroplane.

Though it has figured little in official speeches, trade has been a key consideration. Indirectly, President Mitterrand is giving an important boost to several controversial deals which were rushed through at the end of the last Government.

The most important was the sale of 40 Super-Puma helicopters in a package worth \$170 million.

## Chad says Gadaffi has nuclear bomb

From Paul Vallely, Ndjamena

It will not be long before Colonel Gadaffi, the Libyan leader, has a nuclear bomb, President Habré of Chad said this week.

In response to an announcement by Colonel Gadaffi in Moscow that he intends to annex the whole of Chad, President Habré said Chad had no option but to take the threat seriously. The Libyan Army already occupied 20,000 square miles of Chad, including areas which geologists say are rich in uranium.

"We do not think that the uranium has been exploited up to now," he said at a press conference to mark Bob Geldof's visit to Chad. "It is in the domain of exploration, but they are making a great deal of effort. I cannot say when, but before long he will have it."

Colonel Gadaffi was a disease every bit as threatening to Chad as those brought by the recent famine, he said. "To preserve our liberty we are obliged to sacrifice human resources to fight this."

"I never consider Gadaffi as a madman. He has an ideal: to restore the Arab world and make it one nation... When Gadaffi talks about Chad being the natural extension of Libya, he is being serious."

With such a diversion of resources it was unrealistic to expect Chad to recover from famine and 10 years of drought after one season of rains, he told Mr Geldof, who announced that Band Aid would spend more than \$1 million (£700,000) in the country.

### Commentary



Geoffrey Smith

how far-reaching the measures were.

But there is an anxiety that a continued refusal to impose any sanctions at all might attract retaliation by third countries against Britain. This retaliation might take three forms: diplomatic, trade, or, more subtly, the pretence of trade discrimination.

Diplomatic pressures would be felt principally at the Commonwealth Conference and at the United Nations. I doubt if Britain should worry too much about being isolated at the United Nations. The United States would also be among those who were anxious not to do too much, and Britain would be able to maintain that it was now in step with the rest of the European Community.

There is likely to be more serious embarrassment for Mrs Thatcher at the Commonwealth Conference, but that is hardly a new experience for British Prime Ministers on these occasions.

Trade embargoes could present a more difficult problem. One hears the names of India and Malaysia most frequently mentioned. But how many Commonwealth countries are really going to refuse to proceed with deals that would be in their own best interest?

Some of them might, however, give the British failure to boycott South Africa and the reason for not going ahead with deals that they would have rejected anyway. That might give the opposition parties in this country the opportunity to claim that the Government's diplomatic blundering was denying jobs to British workers.

None of these risks would seem to me to be major ones. But the logic of the Government's position suggests that Mrs Thatcher might satisfy both her convictions and the requirements of expediency by compromising a bit - provided that any further measures did not seem likely to have much effect in practice.

### Impatient with expediency

So the moral case for sanctions as a means to greater justice in South Africa is readily dismissed. But there are some, especially within the Foreign and Commonwealth Office, who are concerned at the possible consequences for Britain if this country appears to be isolated in its opposition.

Is it really worthwhile putting Britain's welfare at risk, it is asked, for the sake of a country which has made such a mess of its internal affairs and for which Britain has no direct obligation? According to this line of reasoning, the Good Samaritan should pass by, where the calculating man of affairs might pause.

Mrs Thatcher is somewhat impatient with the argument of expediency. The word seems to stick in her throat after she was finally persuaded by Sir Geoffrey Howe that it would after all be wiser for Britain to go along with the limited political and military measures against South Africa being taken by the European Community.

Nor do considerations of expediency all point in one direction for Britain. Mrs Thatcher was emphasizing with some vigour at Blackpool that some jobs are at stake in British jobs and at stake in British trade with South Africa. Whether they would in fact be put in jeopardy by sanctions would depend, of course, upon

As the picture shows, modern telex terminals such as the 'Cheetah' here have little in common with the machines of old.

They just don't measure up.

They've lost more inches than a whole brigade of weight-watchers, despite the addition of many new features.

This model has its own repeat-calling feature and facilities for word processing.

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## Congress report finds deadly flaws in US military system

From Christopher Thomas, Washington

A Congressional report published yesterday recommended a far-reaching overhaul of the US military establishment, the Western world's biggest bureaucracy, including abolition of the joint chiefs of staff.

It says that the Pentagon is riddled with confused organization, poor management, and destructive rivalries.

It cites bungled opportunities as far back as the Spanish-American war of 1898 and as recent as the Grenada invasion of two years ago.

It tells how a senior Army officer could not talk to the Navy during the Grenada operation because their radios were incompatible. He finally made contact by using a public telephone to call his base in the United States.

The report, by the staff of the Senate Armed Services Committee, is the first comprehensive study of the US military in nearly three decades. It will be the basis for Congressional hearings this year, perhaps to be followed by legislation in 1986.

Mr Caspar Weinberger, the Defence Secretary, has so far shown little enthusiasm for substantial reform.

In an initial reaction the Pentagon disparaged the study

and implied that there were disagreements within the committee on its conclusions. It cited last week's interception of the Egyptian airliner as proof that the system not only works but needs no repair.

In opening hearings in Congress yesterday, Senator Barry Goldwater (Republican, Arizona), who is chairman of the committee, said: "There will be those who say the system ain't broke, so don't fix it. However, it is broke, and we need to fix it. If we don't, our military effectiveness will be seriously impaired."

The 645-page report, two years in the making, says that the uniformed services are unable to rise to the levels of close co-operation needed to conduct warfare.

Such operations at present, it says, are often no more than loose confederations of single service forces patched together at the last moment.

Senator Goldwater said that in a future war the Pentagon's flaws would cause Americans to die needlessly and might bring about defeat.

Since the last defence reorganization, in 1958, the threat to the US and other military security organization had not kept up.

## Reagan insists SDI is not for bargaining

From Michael Binyon, Washington

After receiving firm backing from Nato parliamentarians for his Strategic Defence Initiative, President Reagan has again declared he would not bargain away the research and testing programme.

Calling SDI "an historic turning point", he said that for the first time energy and resources were being used to find new technology aimed at saving lives. "If we are successful, it will improve the opportunity for arms reduction, because missiles, no longer the ultimate weapon they are today, will be more negotiable."

The North Atlantic Assembly, ending its meeting in San Francisco, voted by 91 to 12 to support SDI, provided the research did not violate the 1972 anti-ballistic missile

treaty (ABM). Mr George Shultz, the Secretary of State, had assured them it would not. SDI doubts: Strategic defence against ballistic missiles would work only if the number of strategic missiles were dramatically reduced through arms control agreements, a conference in London was told yesterday (Rodney Cowton writes).

Mr Paul Warnke, a former chief American negotiator in the SALT II disarmament talks said those carrying out President Reagan's policy of rendering strategic ballistic missiles "impotent and obsolete" through SDI knew that this could not be accomplished with the technologies at present in prospect because the defence could be swamped

## Voting at Bastille for the new 'Marianne'



Métro travellers at Bastille cast their votes for one of the 24 Catherine Deneuve models on display at the station.

## French choose the best of Catherine Deneuve

From Diana Geddes, Paris

For the first time since the adoption in 1792 of the Phrygian-bonneted woman as the symbol of the French Republic, the people of France are being allowed to choose the sculpted head they feel best suited to the role of 'Marianne'.

Or are they? In a nationwide poll held under the auspices of the Ministry of Culture last May, Catherine Deneuve, the 41-year-old blonde French actress and former mistress of Roger

Vadim, was chosen as the model for the new Marianne in place of Brigitte Bardot, the 51-year-old former wife of Roger Vadim, who had held the role for the previous two decades.

That choice was perfectly democratic. Mlle Deneuve received 36 per cent of the vote, putting her well ahead of her nearest rival, fellow actress Isabelle Adjani.

A competition was then organized to select the best sculpted head of Mlle Deneuve.

Out of more than 100 entries, 24 were selected by a jury appointed by the Ministry of Culture. Those 24 busts are now on display in the Métro at the Bastille (as befits the symbol of the Republic), where the general public are being invited to select their favourite.

The 70,000 ballot papers available in 37 Metro stations are going like hot cakes. Queuing to vote yesterday all thought the competition an excellent idea, and were evi-

dently taking their responsibilities very seriously.

What they did not know is that their choice will probably not be adopted as the official new model for Marianne. That function is obviously considered too important to be left to the decision of the rabble. So a

member jury has been appointed by the Ministry of Culture to select the official winning entry on October 25.

Those who rue the passing of

the Bardot model with its voluptuous pouting lips and lightly-veiled thrusting breasts - only one of the Deneuve models has even a hint of breasts - may be pleased to learn that the new model will not be obligatory.

It will simply be added to the four existing official models, including that of Bardot, from among which mayors may in future choose. The other three models date from the Third and Fourth republics.

## Falklanders reassured on British policy

Port Stanley (AP) - Britain's new Governor of the Falkland Islands, Mr Gordon Jewkes, reassured the 1,800 islanders yesterday that his appointment did not reflect any changes in Britain's attitude to Argentina.

After taking the oath of office in a brief swearing-in ceremony before 150 invited guests and members of the public, Mr Jewkes addressed the question of whether his governorship would bring any shift in Britain's policy toward the islands.

"The short and emphatic answer to that is no," he said. The swearing-in ceremony, initially planned for Tuesday afternoon, was delayed by a day because Mr Jewkes's plane was several hours late in arriving from Ascension Island. The oath of office was administered by the Islands Attorney General Mr Michael Gaiger.



Mr Jewkes: swearing-in delayed by a day.

Mr Jewkes, a career diplomat, succeeds Sir Rex Hunt, who has retired as Governor after six years and sailed from the islands last Sunday to return to Britain.

## Doctors operate in street on quake victims

Moscow (AP) - More than 8,000 were left homeless and hundreds of millions of dollars of damage done in Sunday night's earthquake in Tadzhikistan. Soviet media reported. At Kayrakum, the epicentre, a multi-storey steel and concrete rug factory caved in on its 1,000 workers.

The main hospital at Kayrakum was so damaged that doctors sent the seriously ill to Leninabad. But dozens of injured kept coming in so a surgeon set up a field clinic where he worked through the night. *Levitsky* reported.

"He worked on wounds, attached splints and then carried the wounded into the streets in his arms." He and other doctors used kerosene lamps, and car headlights to illuminate their outdoor operations.

## Hungary under literary fire after meeting ban

From Richard Bassett, Budapest

In a speech peppered extravagantly with literary and historical allusion, Mr Norman St John-Stevens, head of the British delegation to the European Cultural Forum, yesterday criticized Hungary for having banned the "alternative" cultural symposium organized by human rights groups.

The symposium, which was to have taken place in the Intercontinental Hotel, was forced to hold its discussions in a private house. Mr St John-Stevens said: "How splendid it would have been had those speaking outside this forum been able to meet without constraints."

Quoting Coleridge and Matthew Arnold interspersed with references to John Henry Newman, Mr St John-Stevens insisted that the Western idea of

culture was based essentially on the freedom and liberty of the individual.

The British delegation statement followed a joint European Community protest delivered orally to Hungary yesterday. As an oral protest, however, it was said by senior Western diplomats to have fallen far short of that issued earlier by the United States.

A spokesman for the US delegation said it deplored the Hungarian decision, and accused Hungary of having violated its commitments at Helsinki and Madrid. Despite the strength of the US protests, several Nato diplomats sympathized with the Hungarians, who, according to one Budapest official, had been under considerable pressure from Moscow.

## Asian settlers show the US how

From Trevor Fishlock, New York

The pattern of immigration into the United States has a remarkable new look. Almost half of the newcomers who have settled here since 1980 are from Asia. And in education and income they are outperforming all other Americans.

Their economic and academic success marks them out as model migrants, standard bearers of the idea of the "American dream" - starting from scratch and becoming successful through hard work. In general, Asian immigrants have strong and stable family life and are devoted to educating themselves and their children.

Asian children regularly score better marks in school than whites and blacks. Eighty-seven per cent of white and 74 per cent of blacks complete their high school education. The completion rate for Japanese Americans is 96 per cent; for Asian Indians and Koreans 94 per cent; for Chinese 90 per cent; and for Filipinos 89 per cent. A very high number of Asians go to leading universities.

A century ago more than nine-tenths of immigrants into the United States came from Germany, Britain, Ireland, Italy, Central Europe and Russia. Asian migrants were under two per cent.

Between 1960 and 1969 12 per cent of migrants came from Asia, 36 per cent from Latin America and 39 per cent from Europe. The 1965 Immigration Act altered the system that had favoured European migration and provided easier access for Third World people.

In the past four and a half years 48 per cent of immigrants have been Asian, 35 per cent Latin American, and 12 per cent European. More than 1,680,000 Asians have settled here in that time, bringing the Asian-American population to more than 5.1 million - 2.1 per cent of the population of 239 million. The number is expected to double in ten years. The new arrivals are the first big influx of non-white people since the years of the slave trade.

The main Asian groups in the country are: Chinese 1,079,000; Filipino 1,051,600; Japanese 766,300; Vietnamese 634,200; Korean 542,400; Indian 525,600.

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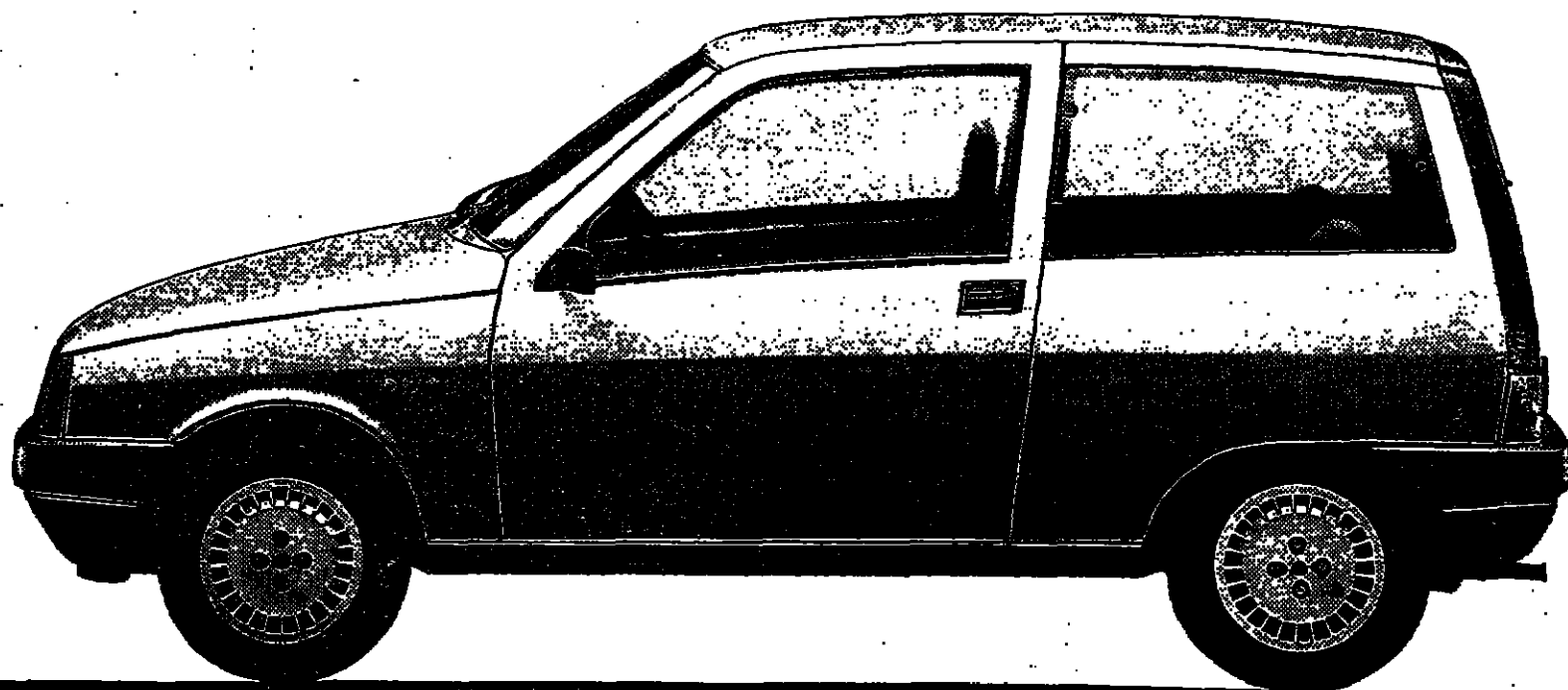
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## Egyptian tempers rise but Mubarak wary of calls to cut US link

From Alice Brinton, Cairo

Tempers are rising in Egypt over what both officials and ordinary Egyptians see as American violation of their country's sovereignty with the forcing down of the Egyptian plane carrying the Achille Lauro hijackers.

About 1,000 students from Cairo's Ain Shams University turned out yesterday to protest against the interception.

They gathered outside the main campus shouting anti-American and anti-Israeli slogans. As I stood on a parapet watching, a number of them caught sight of me and I suddenly found myself the target of their fury and invective.

I left hurriedly, threading my way through several lines of anti-riot troops carrying teargas and batons.

The pilot of the intercepted airliner, Captain Ahmed Adeb, was awarded the Order of Merit by President Mubarak yesterday for having conducted himself honourably in a crisis.

Captain Adeb echoed President Mubarak's original words and called the interception "an act of piracy" in violation of aviation law.

Asked if the four US Navy pilots threatened to shoot down his plane if he refused to fly to Sicily, a light-lifted Captain Adeb replied tersely: "Yes".

The Egyptian Government

position towards the United States meanwhile remains cool, with a high-visibility black cloud hanging over bilateral relations. As Egypt receives about \$2.5 billion from Washington annually in military and economic aid, it is hard to see how belligerent President Mubarak can be towards his powerful ally.

● BEIRUT: The posters carried at Ain Shams University in Cairo yesterday were particularly virulent (Robert Fisk writes). Most demanded a break in relations with both America and Israel, while several referred to President Reagan as "an animal".

Two left-wing Opposition leaders, Mr Ibrahim Shukry of the Socialist Labour Party, and Mr Khaled Mohieddin of the National Progressive Unionist Party, also demanded relations with the US and Israel.

Mr Mubarak refused to do so after a two-hour meeting with Mr Shukry, Mr Mohieddin and three other Opposition leaders.

While expressing his resentment at Washington, Mr Mubarak told the five that he planned "drastic action". Nor did he intend to complain to the UN Security Council.

While America, Italy and the Arab world are still involved in the crisis of the Achille Lauro, however, the Soviet Union was

last night directing its attention to Beirut, where gunmen claiming to represent the Islamic Liberation Organization were threatening to murder their surviving three Russian hostages at midnight if the Soviet Embassy in the Lebanese capital did not close.

The Russian compound was surrounded after dark not only by Druze militiamen but also by Lebanese Army paratroops. Soviet diplomatic staff remained at work during the day, and there were no plans to evacuate them from the city.

The Russians are still apparently not sure just who are the kidnappers of their two diplomats and the embassy doctor. Originally, their captors had promised to release them if the fighting around Tripoli came to an end.

It will be little consolation to the Russians that the Syrians are now proclaiming a new *Pax Syria* in Lebanon after talks in Damascus between Christian Phalangist, Druze and Shia Muslim leaders. All have agreed to end the civil war in Lebanon and to abide by a new distribution of political power in the country.

However, "Peace in our Time" has been declared here many times before.

Leading article and letters, page 13



President Mubarak of Egypt decorating Captain Ahmed Adeb, pilot of the Egypt Air Boeing 737 forced to land in Sicily by US Navy jet fighters, for his bravery in facing the crisis.

## Private Peres peace moves may lead to split with Likud

From Ian Murray, Jerusalem

Mr Shimon Peres arrived in Washington yesterday with a secret peace plan for the Middle East in his pocket. It could force an early election in Israel if it proves acceptable to the rest of the world.

The Israeli Prime Minister believes that the time has never been better for him to launch his own initiative and has reportedly been working on it hard and very privately.

To the fury of his Likud coalition partners, he has refused to discuss his plan even in the inner Cabinet.

This has led the Likud to break protocol and mount a loud campaign against him while he is on official government business out of the country. Comments from a party meeting on Tuesday evening were quickly leaked, to make sure that Mr Peres knew his partners' anger at the very idea that he would make any proposal without consulting them.

Mr Peres has aroused suspicion by going out of his way recently to compliment King Hussein of Jordan as a man of peace and to say that he sees Jordan as a moderate state.

There is even a rumour that he flew to London on October 5 for a secret meeting with the king to talk over his peace project.

At all events, Mr Peres said yesterday in Vienna, where he was attending the Socialist

International, that he had seen a change in Jordan's attitude to Israel.

Mr Yitzhak Shamir, the Foreign Minister and Likud leader, who is supposed to swap Cabinet posts with Mr Peres in a year's time, said pointedly yesterday that he would have to approve any deal.

He told the Israel Foreign Affairs and Defence Committee that he did not accept Mr Peres's evaluation of King Hussein because the King remained very close to Mr Yasser Arafat, chairman of the Palestinian Liberation Organization.

The Foreign Ministry is to publish tomorrow a White Paper presenting intelligence reports on the state and activities of the PLO, pointing out how well established it is in Jordan.

Mr Peres is equally on record - notably by sending bombers to Tunis - as wanting nothing to do with the PLO. He does want to persuade Washington and King Hussein, that the best way forward is to drop the PLO and to hold direct talks with Jordan and Palestinians untainted by links with Mr Arafat.

The Likud suspicion is that Mr Peres is prepared to offer some kind of autonomy in the occupied West Bank.

It also fears that he might agree this within the framework of an international conference

## Washington braced for Arab anger

From Michael Binyon, Washington

While warning Arab countries that the United States would use "all steps possible" to arrest Muhammad Abbas, the Palestinian accused of planning the Achille Lauro hijacking, the Reagan Administration is now resigned to a possibly crippling delay in the Middle East peace process.

After President Reagan's defiant refusal to apologize to Egypt over the interception of the airliner carrying the hijackers, relations seem more strained than ever. Washington is anxiously watching the growing opposition in Egypt to President Mubarak.

And the body-blow dealt to the credibility and influence of the Palestine Liberation Organization, both by the hijacking and the cancellation of talks in London, has undermined King Hussein's efforts to build a Jordanian-Palestinian negotiat-

ing team with tacit PLO approval. Washington is bracing itself for a general deterioration in relations with the Arab world, but insists it will strike at terrorists again wherever possible.

Mr Casper Weinberger, the Defence Secretary, speaking to reporters in Asia by satellite, said yesterday he hoped the United States actions would deter terrorist activity. Each nation had a duty to protect its citizens, and the United States would continue to accept that responsibility.

The action we took in the Mediterranean was the kind of action the President has been saying we would take.

Mr Larry Speakes, the White House spokesman, said the US position had been made known to all governments in the Middle East.

## Husain in Foreign Office talks

By Rodney Cowton, Defence Correspondent

King Husain of Jordan yesterday had talks in London with Mr Timothy Renton, Minister of State at the Foreign Office, after the collapse on Monday of the plan for a meeting between Sir Geoffrey Howe, the Foreign Secretary, and a Jordanian PLO delegation.

The meeting was described by a Foreign Office spokesman as "taking stock". Britain was still willing to do what it could to assist the Middle East peace process. The question was whether Britain should be involved but what form that involvement should take.

On Tuesday King Husain had interrupted his holiday in Scotland to come to London and refute suggestions that Sir Geoffrey was responsible for the plan's collapse.

Meanwhile, it was confirmed in Whitehall that, as expected, Mr Shimon Peres, the Israeli Prime Minister, will visit London in January.

● Church rift: The support of the Archbishop of Canterbury, Dr Robert Runcie, and his assistant, Mr Terry Waite, for Bishop Elias Khoury, a member of the Jordanian PLO delegation to London, opened a rift yesterday between the Jewish community and the Church of England (Clifford Longley writes).

In a statement, the Board of Deputies of British Jews said it was "grieved by Mr Waite's 'selective statements'". On Tuesday in support of those who "perpetrate terrorist actions". It pointed out that the Jewish community had established and maintained good relations with the Anglican Church and with the Archbishop.

## Israel says Arafat sent secret note

Jerusalem - Mr Yasser Arafat, the PLO leader, has sent a secret message of congratulation to Mr Muhammad Abbas, according to Israel Foreign Ministry sources (Ian Murray writes).

The source said yesterday that the message was sent to the Palestinian Liberation Front leader after he had left Italy on October 13 when the United States was seeking his extradition.

"According to Israeli intelligence sources the message congratulated the PLF leader for his role in the hijack of the Achille Lauro and for avoiding being caught by the American extradition warrant."

## Iraq President sees PLO chief

Baghdad - President Saddam Hussein visited the PLO chairman, Mr Yasser Arafat, at his residence here yesterday and restated his support for the PLO under his leadership, the official Iraqi news agency said (Reuters reports).

He said the PLO was "the sole legitimate representative of the Palestinian people in their just struggle to restore their legitimate rights," the agency reported.

## Spain confirms men's deaths

Madrid - The two badly battered bodies found in a Barcelona flat last week are those of the Israeli seamen, Joseph Abu Zion and Joseph Abu Jacob, the Spanish police confirmed yesterday (Richard Wigg writes).

Police are hunting for a Palestinian with Jordanian nationality.

## Inflation rate tumbles

Jerusalem - Israel's cost of living index rose in September by only 3 per cent, the smallest monthly increase since June 1981 (Ian Murray writes).

It is the second consecutive month the figure has been held down by the Government's tough austerity plan, agreed in July with the Histadrut, the trade union movement.

Although the annual inflation rate is still 167.8 per cent prices have risen by only 7 per cent since the deal with the unions was agreed.

With most prices official.

frozen, the index would have risen by only 1.2 per cent last month had it not been for the unrestricted cost of fresh fruit and vegetables.

Cabbages showed the greatest gain, the price soaring by 279 per cent. Cucumbers went up by 159 per cent and tomatoes by 90 per cent, despite a consumer boycott which is backed by Mr Ayre Nehamkin, the Agriculture Minister.

The boycott has been so successful that even in restaurants customers have been refusing to have tomatoes

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# The unofficial guest at a special party

## The Times Profile: Oliver Tambo

Until recently, whenever Oliver Tambo came to London he had to behave like an uninvited guest. Apart from African diplomats and a handful of British friends, few people wanted to know him.

It is different now. When Tambo, leader of the African National Congress (ANC), was here two weeks ago he was the star attraction at the Labour Party conference and journalists queued up to interview him. Sir Shridath Ramphal, the Commonwealth secretary-general, gave a dinner for him at Marlborough House, attended by high commissioners, businessmen and other prominent citizens who are interested in South Africa.

British officials, however, were conspicuous by their absence because the Government will have nothing to do with the ANC on the grounds that it is dedicated to the violent overthrow of the South African government.

This week Tambo is in Nassau for the Commonwealth Conference - unofficially, of course, because the British don't want him there even if most other Commonwealth members do. He will return to London at the end of this month for more lunches and dinners with people of influence.

It used to be only black African and Soviet bloc countries that treated him so royally. But during a recent visit to the United States he was feted on Wall Street and Capitol Hill. Only the Reagan administration gave him the cold shoulder, for the same reason as the British.

### 'If I'm a terrorist, it's because of the terrorism of apartheid'

He's in Nassau without power, without official voice, to put South Africa on trial in front of an organization from which he withdrew 22 years ago because of opposition to his racial policies, policies that will dominate the 1985 Commonwealth Conference over the next few days. Ironically, if Mr Tambo and his supporters inside and outside the Commonwealth are successful, South Africa may one day rejoin the club.

The explanation for Tambo's new status is the current eruption of political unrest across South Africa. The world has suddenly realized that

apartheid is beginning to crumble and that the ANC will have a crucial role to play in the transition from white minority to black majority rule.

That has also become apparent to white South African business leaders who last month defied President Botha and flew to Zambia for talks with Tambo and other ANC leaders. "We had a marvellous meeting", says Tambo, recalling how he broke the ice by proposing that blacks and whites should sit next to, rather than opposite, each other. "I wanted to emphasize that we were all South Africans, no matter what our colour is."

President Botha's administration regards Tambo as a terrorist. He does not shy away from the term. "If I am a terrorist, it is because I have been forced to become one by the terrorism of apartheid", he says. But he denies the ANC is actively sponsoring a campaign of terror. In a "liberation struggle", he believes, innocent people are bound to get hurt. But he insists that the ANC does not deliberately try to kill women and children - unlike the South African authorities.

Tambo certainly does not look or sound like a terrorist. Standing, neatly suited, amid the gilt and chandeliers of Marlborough House the other day, he could easily have been one of the African high commissioners who had come to hear what he had to say.

Tambo's message is a simple one. Apartheid is doomed. President Botha's reforms are just an attempt to hoodwink the world and buy time. The international community should not allow itself to be fooled by his "manoeuvres". The West should impose sanctions now and support the ANC's efforts to establish a "new society" in South Africa, in which blacks and whites live together as equals.

There are two motives for Tambo's present travels around western capitals. He wants the West to boycott South Africa, but he also wants to canvass diplomatic support in the hope that the international community will come to regard the ANC as the only real representative of the South African people and eventually, perhaps, recognize it as a government-in-exile.

Many people find it hard to equate Tambo's comforting vision of a peaceful, racially-integrated South Africa with the reality of the vicious and bloody struggle that is



Celebrity rebel: Oliver Tambo addressing this year's Labour Party conference

taking place there. At an ANC conference in Zambia last June a decision was taken to intensify the "people's war" and to strike at "soft" targets. Tambo himself has said the struggle is moving into "an era of heavy bloodshed".

Would Tambo have the ability to bring forth from this expected carnage a country which, according to the ANC's "Freedom Charter", will be based on peace, liberty, justice and equality? Some doubt that he would even want to, that the regime which would emerge if ever the ANC comes to power would be as ruthlessly authoritarian as the communist governments which are now its main backers.

It is true that the ANC receives much of its military support from Moscow; it is true that it has a close

alliance with the South African Communist Party (SACP) and that communists such as Joe Slovo and Moses Mabhida hold senior posts on the ANC's executive committee.

But it is incorrect to regard Tambo as a Russian stooge or political fanatic. He is an old-style black nationalist who has often proved himself to be a force for moderation at times when more extreme elements wanted to plunge the ANC into a campaign of indiscriminate violence or shift it sharply to the left.

Tambo presided over moves earlier this year which brought non-Africans on to the executive committee for the first time. As he pointed out, an organization that preaches non-racialism must practise non-racialism as well.

His views on the future of the South African economy are also only moderately socialist. Although he favours state participation in such industrial conglomerates as Anglo-American, Barlow Rand and Sanlam, he insists there will still be "plenty of room for free enterprise".

Tambo belongs to the generation of nationalists who came to the fore at a time when apartheid was being methodically implemented by the National Party government that swept to power in 1948. Some of his contemporaries are now dead. Others, like Nelson Mandela and Walter Sisulu are in prison. His friendship with Mandela goes back to the 1940s when they both helped to set up the ANC's Youth League. They have remained firm friends ever since even though the two have

1917 Born in Bizana, in the Transkei, son of a peasant farmer.  
1924-33 Attended mission schools in the Transkei.  
1933-38 Attended St. Peter's secondary school in Johannesburg.  
1938-41 Attended Fort Hare University, graduated with a BSc. Went on to study for an education diploma but was sent down one month before examinations for organizing a student protest.  
1944 Joined ANC.  
1945 Appointed vice-president of ANC youth league.  
1949 Elected to the ANC executive, which he has been on ever since.

1954 Banned from attending public meetings for two years.  
1955 Appointed secretary-general of ANC.  
1956 Arrested on treason charges, released in 1957.  
1958 Appointed deputy president of ANC.  
1960 Leaves country to set up external wing of ANC seven days after the Sharpeville shootings.  
1967 Becomes acting president of the ANC following the death of Albert Lutulu.  
1977 Elected ANC president, a post he still holds.

not met since Tambo left South Africa in 1960 to set up an external wing of the ANC.

In a recent message which Mandela smuggled out of Pollsmoor prison near Cape Town, where he is serving a life sentence, the symbolic leader of the ANC went out of his way to praise his "good friend, Oliver Tambo".

At 16 Tambo travelled to Johannesburg from the Transkei to attend a school set up by the Community for the Resurrection. It was there that he met the then Father Trevor Huddleston.

Later Tambo asked Huddleston to help him join the priesthood. During much of his early political career the ANC was dedicated to a policy of peaceful protest and non-violent disobedience and Huddleston's superior, aware of Tambo's nationalist sentiments, was unenthusiastic. However Tambo was about to be accepted as a candidate for ordination in 1956 when he was among 156 men and women brought to trial on charges of treason.

By 1961 the ANC had been banned by the South African government, and turned to a policy of limited violence. Umkonto we Sizwe (Spear of the Nation) was established as the ANC's military wing and embarked on a sabotage campaign against government installations. Tambo has headed the ANC in exile since then, flitting constantly between its main centres in Lusaka, Luanda and Dar es Salaam.

The ANC is a secretive organization - with good reason. The South Africans have carried out a number of bloody raids on ANC centres in Zambia, Botswana, Swaziland and Mozambique. Tambo is convinced he will be the target of a South African attack sooner or later. The ANC's governing body is its executive committee which was expanded in June from 19 to 30 members to include a number of radicals. At the same time a decision was taken to intensify the armed

struggle, suggesting that the supporters of militant black consciousness, who joined the ANC after the Soweto unrest in 1976, are gaining influence in the organization.

Umkonto we Sizwe is believed to have a trained guerrilla force numbering between 6,000 and 10,000. It is led by Joe Modise who is number three in the ANC leadership. For years its activities were limited to sporadic attacks against railway lines and electricity pylons. More recently it has carried out raids against the Sasol oil-from-coal complex and the Koeberg nuclear power station as well as a bloody attack on an army recruiting office. During the first six months of this year the ANC carried out 44 guerrilla attacks, the same number as during the whole of 1984.

### 'An old-style black nationalist... often a force for moderation'

Whether Tambo can control the forces under his command remains to be seen. He says that the ANC is "determined to make apartheid unworkable and the country ungovernable". But he also insists that he has "no wish to celebrate liberation day surrounded by a desolate landscape of destroyed buildings and machines reduced to scrap metal".

Is a peaceful solution still achievable? He doubts it. The only negotiations he is prepared to contemplate would be about the mechanisms for an immediate change to majority rule and that is something which President Botha will certainly not accept.

So the man who wanted to become a priest now feels obliged to carry on a war which for a long time he tried to avoid. That is the tragedy of South Africa.

Nicholas Ashford

## Roots of a horticultural revolution

Most of the world's best gardens are in Europe or North America serving as "treasure houses" for the flowers and plants from the rest of the world. One of the most interesting performing a local conservation role is in Spain's Canary Islands. It is run by a 42-year-old Englishman from Liverpool.

Next month, Dr David Bramwell and his gardens will play host to an international conference on the future of botanical gardens and world conservation strategy organized by the International Union for the Conservation of Nature (IUCN) and the Canary Islands' local authorities.

Last year Dr Bramwell and his team of young botanists at the Viera y Clavijo Jardín Botánico won a Peter Scott Award, sponsored by the World

### How an Englishman is preserving the Canary Islands' unique flora

Wildlife Fund, for innovative conservation work. They had successfully grown almost 100 of the Canary Islands' 120 endangered species barely surviving in their natural habitat. That is roughly as many endangered species as in the whole continent of Europe up to the Ural Mountains.

The Canary Islands are extraordinarily rich in flora, with some 500 different species, many of them pre-Ice Age. Some succulent flora are relics of a pre-Saharan Africa and therefore unique as a genetic resource.

Five miles south of straggling

Las Palmas, the ugly modern capital of the island of Gran Canaria, in a valley between volcanic hills at Tafiira Alta, there are the botanic gardens where Dr Bramwell has lived and worked as director with his English wife, Zoe, also a botanist, for the past 12 years.

More than half the endemic species of Spanish flora are now in danger, due largely to the uncontrolled economic development of the past 30 years, well illustrated by the Canary Islands' boom as a European tourist mecca. The Bramwells have therefore made conservation the major thrust of the gardens' activities.

Dr Bramwell says he used "test tube baby" methods to cultivate the *Senecio Hadrosomus*, classified last year by the IUCN among the world's 12 most endangered flora and which now alone grows wild on Gran Canaria. This magnificent flowering shrub is the wild relation of the British florists' cineraria pot plant.

The British horticulturalists' crop plant actually originated in the Canaries. "The *Flor de Mayo Leñoso* (literally, Woody Flower of May) grows wild on cliffs only in the central mountains of Gran Canaria", Dr Bramwell explains. "It doesn't like growing away from its habitat and we have had difficulties in the garden, which we are now overcoming by growing in tissue culture, treating the shrub roots rather like a test tube baby, so that we are now able to grow it in large numbers."

Dr Bramwell, who left his teaching post at Reading University to become director of the Jardín Botánico, says the Canaries' geographical location might symbolize a future worldwide botanic gardens strategy.

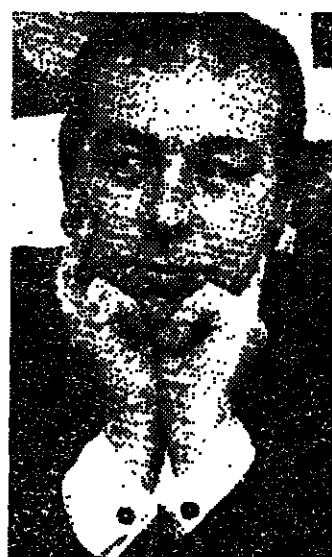
The gardens lie physically out of Europe, yet the level of research growing endangered local species is up to European standards. That might help to end the paradox, engendered during the 19th century in Europe and North America, of botanic gardens having all the scientific resources and knowledge yet situated in regions comparatively poor in the world's flora resources.

If an international network of botanic gardens could be established, exchanging information and personnel, then London's Kew Gardens might "adopt" a Latin American garden and help it to do an important job in, say, the Amazon region.

In the meantime, it is indicative of the local authorities' recognition of Dr Bramwell's work that the Woody May Flower, saved from extinction by his team, has been adopted as the official badge of the islands' conservation efforts.

Richard Wigg

## Stamps with star secrets



Bending the rules: artist Adrian George

### Adrian George tells Sarah Jane Checkland of a riddle on his Christmas stamps

hatching, but often in stronger colours and on a grander scale. At an average of 4ft high, the drawings compare with those produced by Degas in the 1890s, both in scale and style.

Many show mythological figures pursuing activities as curiously as mythological activities can be: nymphs at their toilettes, or gods at what can only be described as adult play. "These drawings are where classicism, religion and the erotic all meet," says George who seems to want it all ways.

He has cast Hinduism aside - "because their concept of destiny has got a certain hopelessness, they can't even mend the hole in their roof because it's been decreed" - and taken to dabbling in other religions. He sometimes attends Evelyn Waugh's Catholic church in Farm Street, Mayfair, near his home. He is triumphant at having published a drawing of the Crucified Christ in *The Sunday Times* records page. "I try to make my work spiritual, invoking the idea of order in this increasingly barbaric world".

George believes in the magical power of images. He describes a picture he was drawing last year. It started off as two Spanish dancers, but as he worked they began to take on the appearance of widows.

"Then six people I know died. Then my father had a heart attack. I destroyed the whole thing and the sequence of death stopped".

But for all this mysticism, George is also a healthy pragmatist. "I am the T. S. Eliot of artists: I work like a bank clerk in my Bayswater studio." His drawings often result from careful smudging, and wiping off, but as often as not he uses "another system altogether, called tearing up".

Although he refuses to discuss his future work because

"that would disseminate my energy - I've talked out too many pictures in my time", he assures his public that he will be remaining in Arcadia for a while.

That is, unless he is invited to design an opera production. If the phone rings and the voice on the line makes such a suggestion, this time he will agree at once, especially if it is *Madam Butterfly* on offer, the opera for which he feels most suited.

Adrian George in Arcadia is at the Francis Kyle Gallery, Madrox Street, London W1 from October 22, and his stamps can be bought at Post Offices from November 19.

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### CONCISE CROSSWORD (No 776)

ACROSS	8 Falling water power (5,8)	16 Blame (6)	20 Gruesome (6)
9 Coat cake (3)	17 Taken aback (6)	21 Tube (6)	
10 Extendable (9)	18 Birthmark (6)	22 Sicilian volcano (4)	
11 Beg (3)			
12 Bare breasted (7)			
13 Woman's part player (7)			
14 Entice (5)			
15 White Friar (9)			
16 Speed (3)			
17 Stitching tool (6,7)			
DOWN	1 Small specimen (6)		
2 Stick to (6)			
3 Oats breakfast (8)			
4 Star orbiter (6)			
5 Lighter (4)			
6 Multiply by three (6)			
7 Way in (6)			
12 Insect secretion (3)			
14 Solitary card game (8)			
15 Tree juice (3)			

SOLUTION TO No 775  
ACROSS: 1 Kipper, 4 Chubby, 7 Note, 8 Dialogue, 9 Consonant, 13 Mew, 16 Golden Jubilee, 17 ETD, 19 Lukewarm, 24 Corvette, 25 Yolk, 26 Slower, 27 Tandem  
DOWN: 1 Kink, 2 Patrolled, 3 Rodeo, 4 Charm, 5 Upon, 6 Brute, 10 Sual, 11 Mupik, 12 Elbow, 13 Milk round, 14 Wren, 15 Ogre, 18 Trol, 20 Uter, 21 Elect, 22 Avow, 23 Beam

## THOMAS KENEALLY family madness

"It's a brilliant book. More than any other contemporary writer the author deals in moral concern... It's worth betting it'll be ten times better than most novels we're likely to see in the near future."

Hilary Bailey, *The Guardian*

"Thomas Keneally has always been remarkable for the breadth of his vision... this is an impressive performance... ingeniously constructed... extremely telling."

Selina Hastings, *The Daily Telegraph*

"Mr Keneally seems to me to have pulled off a major Australian work of art... a memorable reading experience."

Auberon Waugh, *Daily Mail*

"A master in fine fettle... a brave, brisk book, loud with the lessons of history. And what a springy style Keneally deploys, every phrase alive on the page."

David Hughes, *The Mail on Sunday*

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## BOOKS

مكتبة الأصيل

## The Artist and the Impresario

When Ezra Pound first became acquainted with Wyndham Lewis and his friends, around 1909, it was put about that he was Jewish (after all, he was called Ezra) and he was treated with some coldness on that account. I suppose it is possible that Pound's anti-Semitism, which became more obsessive with the years, had its origins in an early sense of rejection: of his being, himself, the Outcast Jew.

In later life, he manipulated himself into a position where he was not only the outcast, he came quite close to being executed for his broadcast in Fascist Italy. It has recently been argued that the plea of insanity on his behalf was merely a ruse to save his life. Without going into the details of the trial, I should just like to say that, even if Pound himself was not insane, his anti-Semitism was insane.

The kind of anti-Semitism that Pound would have encountered among Lewis's friends in London, horrible as it must have been, was a part of the cultural heritage that any thinking person would reject. The prejudice continued, of course, but it tended to be swept under the carpet.

James Fenton on the connection between two gurus of modernism and of a botched civilization

THE LETTERS OF EZRA POUND AND WYNDHAM LEWIS  
Edited by Timothy Materer  
Faber, £25

Eliot's anti-Semitism, is a case in point. It infects the early poems, but where it infected the prose writings Eliot later disowned the views in question, saying that he had been a sick man at the time.

Pound watched Eliot becoming more and more respectable in this sort of way, and he mocked him from afar. For Pound could not turn his back on his sickness: anti-Semitism had become his way of understanding the world.



Wyndham Lewis, whose letters to the prisoner Pound show a warmth that the early letters lack, tried to argue Pound away from what he saw as a fatal obsession with economics. He is very blunt with Pound - he tells him plainly that his views are crazy and of no interest. And he tries to persuade him to do himself some good by getting out of St Elizabeth's.

It worries me your remaining where you are, to take up a

strategic position in a lunatic asylum is idiotic. If I don't see you make an effort to get out soon I shall conclude, either that your present residence has a snobbish appeal for you, or that you are timid with regard to fate. Here is how what seems to be the next letter in the series begins:

Wyndham

On reflection will probably concede that it would have been

useless for me to reply to his ult at an earlier date. Noting the element of TIME in the goddam morasses of western 1/2 sphere etc. time LAG in Regency for example and "Revenge" and recording old Fordie's favorite hypocrisy to seek for the pious of the Sac Ent'Error in a low tea-house.

If you found this difficult to understand, so too did Wyndham

Lewis. Pound's view of the world was mad, and his way of expressing his views was so allusive, concentrated and elliptical as to suit his world view very well. He goes on:

I think the next advisable move wd be strictly in the suburbia of literary-criticism to DISTINGUISH between those authors whose minds possessed some quality which prevented them for falling for the tide of red poison pinko snobismo etc. notable among which are W.L. Mr Cummings (as of ELM) and one or two more whose names will occur to you.

That is to say, Pound is advising Lewis to write an article pointing out that Lewis, Cummings and Pound (the "one or two more" reference) had been right all along.

the Pound we prefer to remember is precisely the defender of art, the campaigner on behalf of unknown genius. Lewis wrote of him:

No envy of the individual is attached to the work. I have never known a person less troubled with personal feelings. This probably it is that has helped Pound that odd figure - the great poet and the great impresario at one and the same time. Also, he is a born teacher...

We can see the impresario side of Pound throughout the first half of the book, where he is struggling away to sell Lewis's drawings for him, and campaigning on his behalf at every opportunity. At times this drives Lewis wild, and he has to reprimand Pound for telling the world how hard up he Lewis is - it appears to drive down the prices of the drawings. But still, to have had such loyalty and belief, for so long, must have meant a lot to Lewis, and in the later letters he very touchingly reminds him of some of the things he has achieved. Wasn't it you, he will say, who persuaded that woman to patronize Joyce? And Pound will get all excited and say, Yes indeed it was. Lewis died in 1972. Six years later, Pound is asked for an introductory note on the man he thought his most exciting contemporary. "It is a nuisance," he says, "to have outlived one's intelligence. Meaning he knew that his brain had long since boiled dry."

Recent books of war, soldiers, and militaria reviewed by William Jackson and our other critics

## Orient shakes off Occident

1985 is not only the fortieth anniversary of V.E. Day but of V.J. Day as well. The European and Pacific wars were closely linked as far as the Allied strategists were concerned, though less so on the Axis side. Interest in the latter has never been as great on this side of the Atlantic as in America, for obvious reasons: the war in Europe threatened our existence; the loss of the *Prince of Wales* and *Republic* and the fall of Singapore, unlike Dunkirk, left a sour taste however unjustified of military ineptitude and failure in fighting spirit; and, in any case, the war against Japan was largely a United States affair. It can, however, be argued, and Christopher Thorne's *The Issue of War* lends support to the thesis, that the Far Eastern conflict will turn out to be historically the more significant of the two. In Europe, apart from the descent of the Iron Curtain and the re-partition of Poland, few boundaries were radically redrawn and only the relatively recent Nazi and Fascist creeds were discredited. In the Far East, 500 years of European domination were overturned.

Christopher Thorne weighs the wide spectrum of political, social, and economic factors that led to the awakening of Asian nationalism, and made the Japanese attack on Pearl

THE ISSUE OF WAR  
By Christopher Thorne  
Hamish Hamilton, £15

Harbour both thinkable and attainable. He then turns to the upsurge in the Asian quest for independence in the wake of the startling Japanese victories of 1941/42, before assessing the intricate trends and pressures on both sides, which led, despite the Japanese defeat, to the Orient shaking off its Occidental shackles.

Thorne's work is essentially academic but it will interest the general reader as well. It is an exceptional analysis of content, porary views, actions, and reactions, and controversies and paradoxes amongst the many different states and societies caught up in the four-year struggle that was far more complex and divisive than the war in Europe. Anglo-American strategic direction was divided by US dislike of British colonialism and by British, Australian, and New Zealand fear of American post-war commercial imperialism. Indian Nationalist views were agonizingly split between the wish to get rid of the British and fear of the Japanese alternative. South-East Asian nationalists, like Sukarno of Indonesia, welcomed the Japanese promise of the "Asian Co-prosperity

Sphere", but soon found that "Asia for the Asians" meant "Asia for the Japanese". In divided and war-ravaged China the "Mandate of Heaven" was slipping from Chiang Kai-shek's shoulders, but had not yet been donned by Mao Tse-tung. Soviet policy on the northern flank was treacherously ambivalent. And at the heart of the conflict lay Imperial Japan's failure to understand that co-prosperity would have little attraction to other Asians when couched in terms of "co-operate or be crushed".

Christopher Thorne picks up and examines the myriad of tiny pieces which will one day fall into place and form the historical picture of the period. He piles them neatly in their contrasting colours, but he makes no attempt, in this book, to build the mosaic himself. It is to be hoped that he will do so by adding a fourth volume to his trilogy on the war in Asia. The other two are *The Limits of Power, 1921-33* and *Allies of a Kind, 1941-45*. The final title might be *The Consequences, 1945-75*. The fall of Saigon to the Vietcong in 1975 showed that American power in Asia was just as limited as the Japanese and much shorter lived than the European. Though the manifest victors of the Pacific War, the United States may be seen to have been the greatest losers in the end.

## Shermans ships and keen eyes

Ken Tout's *Tank* (Hale, £9.95) is a reconstruction of 48 hours in a typical tank battle in Normandy. It could join books like Fred Majdale- nay's *The Monastery* as a minor classic in battle picture painting. It has an authenticity about it which could only come from deep personal experience, trans- mitted by a lucid pen. Indeed, several war-time armoured commanders, including Field Marshal Lord Carver, have praised its realism.

Tout, at the time, was a trooper in the Northampton- shire Yeomanry and a gunner in one of the Sherman tanks. Previous daylight attacks had resulted in heavy British tank losses, and so Tout's regiment was sent in by night in a tight box formation to surprise and penetrate the German defences. They succeeded, but then had to withstand almost two days of German counter-attacks. Tout captures the feel of what it was like to be cooped up in the 32-ton steel box with three other men in fighting that cost the regiment half its tanks.

Flagship *Hood* (Hale, £10.95) is a very different story, spanning the 23 years of an anti-steel box, but of 48,000 tons and with a crew of over 1,400 men. The *Hood* and Ken Tout's *Tank* had two things in common: they were under- armed and their ammunition storage was more vulnerable than it should have been.

In the first half of the book Alan Coles covers the years from the *Hood's* conception, or rather misconception, in 1914 to the outbreak of war in 1939. In the second half, Ted Briggs, one of the three survivors of her disastrous final engagement with the *Bismarck*, describes life in her at war.

Ted Briggs was in his late teens when he joined the *Hood* as a boy sailor at the outbreak of war. He was a communis- tions rating, whose position was on the bridge, close to the Admiral and Flag Captain. His account of the feelings in the ship; of the part she played in the destruction of the French fleet at Oran; and of her subsequent actions against the Italian fleet in the Mediter- ranean in Admiral Somerville's Force H, are an amalgam of his personal recollections and extensive post-war reading. The importance of the book lies in his eye-witness account of the conditions on the bridge in the last hours of the *Hood's* life and of the horrors of her final engagement. The hard facts, as Admiral Chatfield wrote at the time, "the *Hood* was destroyed because she had to fight a ship 22 years more modern than herself".

The third book, *One Family's War* (Hutchinson, £10.95) is different again. Edited by Patrick Mayhew with a foreword by Christopher (who resigned from the Wilson Government in 1966 after losing the Carrier battle with Denis Healey), it created the feeling of a large family at war, through their letters and diaries. But the Mayhews were no ordinary family: intellectual, articulate, politically aware, and well heeled to boot, they reflect pre-war Oxbridge rather than the country as a whole. They wrote regularly to Lady Mayhew at Fethorpe, near Norwich, and she circulated their letters to all other members of the family, hoping thereby to keep them in touch with each other in the very different war-time careers which were thrust upon them. She succeeded in this, but also provides us with a view of the war through 12 separate pairs of highly critical eyes.

Using the techniques of oral history that have won him success and critical acclaim, Tony Parker has set about studying the British Army today, who its members are, and why they joined. A note from his publisher, somewhat narcissistically printed in the text, suggests that Parker's scientific objectivity in the 1939-45 war would lead him "to ask some significant questions, and perhaps see the answers in a different perspective from other writers." Now living in Suffolk, Parker chose to examine the local regiment, the Royal Anglians; there is more than a hint that the aim of the exercise is to produce *Akenfield* in uniform.

As it is to prove the tape- recorder mightier than the pen- type-writer, Tony Parker took 18 months travelling 28,000 miles to record conversations with officers from general to subaltern, NCOs, privates, and their wives. In the interviews it is very often the women who emerge the most articulate and with most to say. Problems vary from the effect of long separations on small children, to a young officer's wife "finding time to be myself, carrying a husband's rank, keeping up with going up", and the marriage that has collapsed under the stress of Army life: "that's the way it is with the Army: once your marriage's broken up, as far as they're

## Ruperts or cowboys, soldiers at peace

Robert Fox

SOLDIER, SOLDIER  
By Tony Parker  
Heinemann, £9.95

concerned they don't give a ... for you any more, you're on your own." (Private's wife). One officer's wife planned to stand with the Peace Women when her husband's battalion is ordered to Greenham Common.

Among the men the mixture of eccentric and stereotype is almost predictable, from the officer whose family has served the regiment for generations to the Captain who feels he has grown out of the army and has serious doubts about the use of soldiers in Northern Ireland, and the justification of the Falklands campaign. In various settings we meet the thickers and the hard men, the cowboys and the Ruperts (young officers fresh from Sandhurst) and an RSM who appears to have walked out of a Giles cartoon; "I'm a one and only in my position, and not on first name terms with a single person here. ... The rank structure is such that friends are not possible." Of the specific deployments

described and discussed, two stand out, Northern Ireland and Greenham Common. guard duty. Northern Ireland is a mixture of boredom, incompre- hension mixed with fear and a little respect for the IRA, nail- bombs and ambushes and weeks shut up in little more than a metal box as temporary barracks. One soldier's wife found herself about to give birth in a ward full of women from the Bogside. Even more illumi- nating are the reactions of soldiers and wives to deployment on the perimeter fence at Greenham Common.

Yet despite the colour and lurid language, the book is neither as rich nor penetrating as *Akenfield*. Ronald Blythe's study of a Suffolk village. It is not about the British Army today, nor much about the Royal Anglians for that matter. Rivalries and institutional poli- tics permeate the Army, squabbles inside and between battalions, regiments, corps, and services. Nothing here is mentioned of the problems of the amalgamation of the East Anglian Regiments in the '60s, which many feel robbed them of their local identity and support. Though much space is given to service in Germany, nothing is said of the cut of Overseas

Living Allowance there, the single most explosive issue in the Army today, so much so that publication should have been delayed to include reflection of this. Little consideration is given to other arms and their regiments and their tribulations. Tank regiments are now faced with 12-year tours in Germany. Coupled to the LOA issue is the widespread and peculiar dislike at all levels of the current Secretary of State for Defence and his policies.

Successful accounts of armies in peace are notoriously difficult to bring off. Although they do a lot of it, soldiers are not good at sitting around doing nothing and talking about it: they are not hired as philo- sophers. Much more revealing are the moments when they are actually doing something. particu- larly the things any profes- sional must fear and antici- pate most, action in full-scale battle. Sadly this dimension is completely missing.

In the end, too, one is left with doubts about the technique of this book. I would like to have known more about how the interviews were arranged and how they were edited. Evidently from the text many of the questions were "leading" tendencies, yet few are actually printed. What we are left with in the end is not a study of the British Army today, nor of the joys and sorrows of the Royal Anglian Regiment. *Akenfield* in uniform sometimes descends to caricature in khaki.

## NEXT WEEK

In the Books Page  
Fiona MacCarthy  
reviews Marina  
Warner on the  
allegory of the  
female form: and  
double fiction

## Forbidden pictures of the Drang East

In the Ruby Anniver- sary year of V.E. Day, ringing as it has been with pride in Western achievement, it is timely to be reminded how modest was our contribution to the defeat of Nazi Germany. Graf von Einsiedel does just that with his 150 previously unpublished photographs of, and commen- tary on, the Wehrmacht's advance from Poland to its check before Moscow and Leningrad in 1941, and its defeat at Stalingrad in 1942.

Von Einsiedel's photographs were taken, for the most part, by two German clergymen serving in units that advanced on Stalingrad - one as a chaplain and the other as a

private soldier. Officially only members of the Nazi Propa- ganda units were allowed cameras and film. The picture they present is of the ordinary German soldier at unit level free from taint of propaganda. It is a human picture showing them amongst the not unfriendly Russian peasantry in the primitive surroundings, and in the great emptiness of the Russian countryside.

THE ONSLAUGHT  
By Heinrich, Graf von  
Einsiedel  
Sidgwick & Jackson, £7.95

## BOOKS

Selected poems 1957-1981/Ted Hughes/Faber and Faber/£3.50.  
A comprehensive introduction to the work of The Poet Laureate.

## P BOOKS

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WHSMITH

## Blood and battles, hot cats and wigs

Gontran Goulden

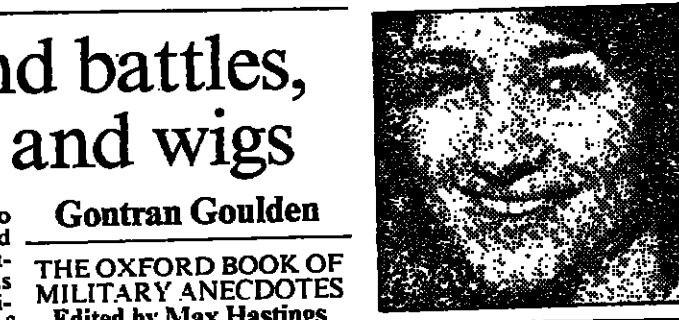
THE OXFORD BOOK OF  
MILITARY ANECDOTES  
Edited by Max Hastings  
Oxford, £9.50

Max Hastings, who took over from Lord Ballantrae on the lat- ter's death in 1981, has assembled almost 400 con- tributions for this anthology of killing. The book grips by its breadth of vision and the precision of its touch. It includes examples of grisly horror, black amusement, and droll humour.

In a skilful introduction Hastings answers all points of criticism of his selection. He has chosen contributors as much for their literary merit as for their subject matter.

The collection starts with several excerpts from the bloodthirsty military history of the Bible, and passes through experiences of battles in classi- cal literature, usually written by historians of the time, but sometimes by great captains themselves. It proceeds on- wards through the early Middle Ages to Marlborough's wars, which are, alas, thin in anecdote, to Wellington and Napo- leon, whose battles are full of outstanding reports at every level. The 20th century pro- duced many soldiers who were not professionals and who approached the army from an amateur's point of view. Their stories often have greater powers of observation both of atmosphere and character. Many of them produce a greater literary content.

Bearing in mind the vast amount of material available it would perhaps be invidious to have favourites and thus to make a knock-out competition, or even to choose something in each of a dozen categories. Nevertheless it is possible to indicate notable occurrences in a book remarkable for its variety and interest. Genghis Khan is said to have released a thousand burning cats and a thousand flaming swallows to spread fire in the city of Volohai. His reputation was such that 60,000 virgins hurried themselves from the walls of Peking to avoid the clutches of his troops. Probably the most savage of all was Bertrand du Guesclin, who became Constable of France in 1370, and was called the flower of chivalry. He murdered 500 English prisoners rather than have the bother of sharing them out among those who had captured them for ransom.



A misshapen fellow, he represented in every way a type for so long the curse of humanity, the warrior of medieval Europe. General Buhl, one of Frederick the Great's soldiers, was certainly the vainest of them all. He had a prodigious wardrobe which included 1,500 wigs, and of course, an "ambarras de maitresses". He was not a good general and after his worst defeat Frederick said of him "fifteen hundred wigs, and no head". In our time Montgomery was probably vainer than most. Alexander the most modest, and Slim the most able, but none of them fortunate, had given the parachute to sack a general as the Earl of Somerset had at the battle of Tewkesbury in 1471. Disturbed that Lord Wenlock had not advanced when ordered to do so he "in a rage, rode up to him, reviled him, and beat out his brains with an axe". As an anecdote Max Hastings himself, in one of the best contributions, describes how, dressed as a civilian, which he was, he was the first to walk into Port Stanley at the end of the Falklands War.

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## ROBERT HALE



## THE TIMES DIARY

### Parking sign

There will be outrage in the smoking rooms of the sedate East India Club. That august institution, of which Denis Thatcher is a member, is to be hauled before an industrial tribunal on October 30 by its old porter, Samuel Parks. He is claiming unfair dismissal, and his case is expected to last three days. Parks, who lived in the club and is also claiming for loss of accommodation, is one of many employees who have departed in the past year. One member told me the atmosphere has "entirely changed" and certain of the old guard are becoming alarmed and distressed by the effect of the departure of the old retainers. "Members who have been used to getting two slices of toast for the past 10 years are suddenly just getting one. That sort of thing." Yesterday Denis was not in situ when I rang for his reaction; the club took a message for him but said it had no idea when he would be in. In the case of Parks, both the club and its solicitors refused to comment.

### High society

The Government must have been out of its mind to place a full-page advertisement in *The Tatler* recently to promote its anti-heroin campaign. Clearly now aimed at the huntin', shootin' and fishin' brigade, this month's horoscopes are flippant, personified. Libra "Born into one of the high-amphetamine signs of the zodiac." My own (Aries) reads: "you will find yourself working with incredible effectiveness - so much so you may not need drugs."

More trouble ahead. Who was awarded the lower sixth politics prize at Belfast Methodist College's prizegiving ceremony yesterday? One Ian R. K. Paisley. Yes, the Reverend's son.

### Sparkbrooks fly

More trouble among those of Roy Hattersley's Birmingham constituents he likes to call "my Asians". One Muhammad Rafique, a West Midlands county councillor, has complained to Labour headquarters about a meeting of Sparkbrook ward Labour party on Sunday morning which ended in fighting. The meeting was called to draw up a shortlist for a candidate to fight the next city council elections. Rafique and the sitting councillor, John O'Keefe, a friend of Hattersley's, were the only contenders. The trouble began when the meeting voted 29-16 for a shortlist of one O'Keefe. Rafique is claiming all sorts of malpractice, demands that the meeting be declared invalid, and says it has converted him to the idea of black sections, which he has hitherto opposed. O'Keefe, meanwhile, dismisses his complaints as "hot air", while constituency chairman Elizabeth Keene insists the meeting was "entirely above board and that Rafique is 'throwing a tantrum like a spoiled brat'".

BARRY FANTONI



'It's enough to put a girl on the streets'

### Pound wise

Proof at last that the finance markets do not live entirely in the world of theory. Reporting recent events in Britain, *International Financing Review* has arrived at a practical answer, elegant yet classically simple. "The riots that started three weeks ago are continuing to erupt sporadically. The solution to these problems is for the British government to lower its interest rates from the current 11.5 per cent level for three month deposits and to devalue its currency against the other European exchanges."

The Woman of the Year lunch, to be held this month, boasts that it selects its guests to "exemplify personal merit". I wonder how it selects its PR department. The press release names the guest of honour, the editor of *Woman's Hour*, as Judith Chalmers. Almost - she is the sister of editor Sandra.

### Party line

Keith Vaz, black Labour activist and parliamentary candidate for the highly marginal Tory-held seat of Leicester East, misses no opportunity to win votes. Even his answering machine carries a party political broadcast. Callers are first wined by that King Cole, then informed: "Thank you for calling. Keith Vaz is unavailable at the moment because he is fighting for the return of a Labour government and victory for socialism in Leicester East."

PHS

The money 'boom' points to an uncomfortable precedent, warns Tim Congdon

## Is Lawson heading for another Barber bubble?

Memories of the Barber boom haunt the Conservative Party. It began merrily enough, with rapid growth in bank credit and the money supply encouraging a speculative surge in property values, a vigorous boom in output and much superficial prosperity. It ended in misery, with inflation reaching the highest levels in our peacetime history and the Heath government suffering a humiliating electoral defeat.

When Nigel Lawson forecast 4 per cent inflation by mid-1986 in his speech to the Conservative Party conference last week, he and his audience took it for granted that the Barber boom could never happen again. If the Thatcher government stands for anything, it stands for the prevention of the follies of the early 1970s. The conference delegates had no doubts that Lawson believes in monetary control and that he will act on his beliefs.

Tonight Lawson faces a more sceptical audience at the Mansion House dinner. The assembled bankers and financial experts will know that in the last six months the rate of money supply growth has been similar to that in the first six months of the Barber boom. They will also expect the Chancellor to indicate, at least in general terms, what he is going to do about it.

The offending aggregate is the broad measure of money known as sterling M3. Since the budget in March it has been advancing at an annual rate of 16.5 per cent, far ahead of the official target range of 5 to 9 per cent. There has been only one other six-month period since the Barber boom that has seen a faster increase, the Healey boomlet in late 1977 and early 1978. As with Barber the early stages were enjoyable, with output moving ahead nicely, unemployment falling and inflation not reacting too badly. But the later stages were again very unhappy.

A 20 per cent annualized rate of increase in sterling M3 in the six months to April 1978 was followed by a 20 per cent inflation rate in early 1980. There were other influences at work - such as the increase in value added tax in the 1979 Budget - to explain the jump in inflation, but the coincidence still needs to be mentioned.

Given the record and the facts, the 15.5 per cent annualized growth rate in sterling M3 in recent months is certain to arouse critical comment. In one respect, moreover, the figures are slightly worse today than under Healey.

Over the last few years inflation has been lower than in the late 1970s. In consequence, a high rate of increase in sterling M3 generates a faster rate of increase in the real money supply - the actual money

supply adjusted for inflation. At the peak of the 1977/78 monetary acceleration the real money supply was about 7.5 per cent up on a year earlier; today the figure is 8 per cent.

Despite all the unfavourable arithmetic, it would be unfair and wrong to start talking about the "Lawson boom". The Chancellor is genuinely concerned about money supply numbers. He also has a far stronger grasp than his predecessors of the theoretical justification for monetary control and the institutional technicalities involved.

It is precisely because of the seriousness of his commitment and the depth of his understanding that the City regards tonight's speech as one of the most important he has had to make since becoming Chancellor. He has to reassure

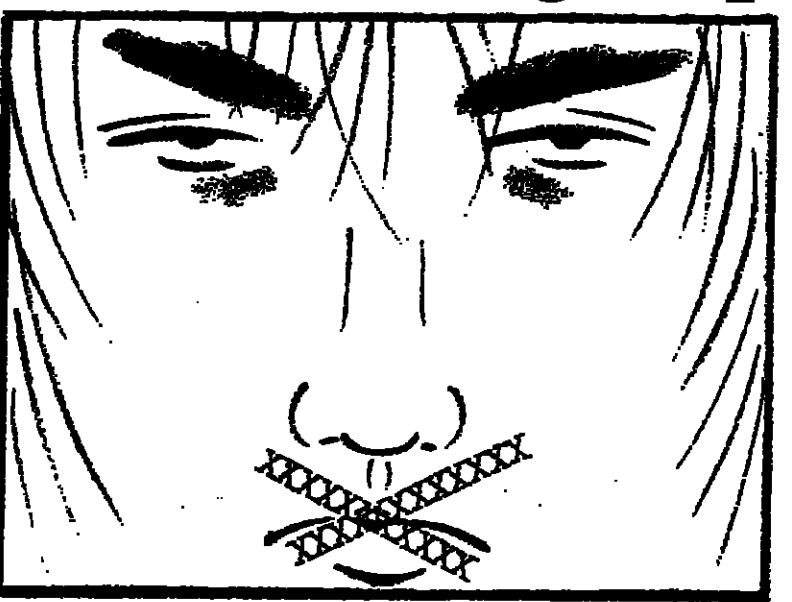
### The acceleration in money supply growth in 1985

	Increase in sterling M3 in month (%)	Annualized increase in previous six months (%)
February	0.3	11.6
March	0.9	10.8
April	2.9	10.4
May	0.5	12.4
June	2.3	18.9
July	2.8	12.8
August	2.0	16.6
September	1.75	18.5

Source: Bank of England

Bernard Levin: the way we live now

## Repression in single spacing



Paula Younes

It is not often that we catch a glimpse of the works when the engine of tyranny is rumbling away: such apparatus is normally screened from casual inspection, and still more thoroughly from the meaningful kind. But the very rarity with which the lid comes off makes the sight of what is beneath it all the more valuable as well as interesting. And I have recently had such an experience: feeling that it deserves sharing, I give it today. It comes from Romania, in the form of a "Decree of the State Council".

For many years now, no private individual in Romania has been allowed to own a photocopier; the reason - that such devices might be used for the duplication and dissemination of forbidden thoughts - is obvious enough. (The Romanian dictator has two difficulties in this area, not one. In addition to his fear of *samizdat* documents that might make Romanians think about freedom and how they might acquire some, Ceausescu has the no less worrying problem of some bold spirit drawing attention in writing - it is common among his people, of course, by word of mouth - to the almost incredible thieving and looting from the public purse that he and his wife and their enormous families - there are dozens of Ceausescu relations on the padded payroll - have been doing for years.)

But now the terror that stalks all tyrants has tugged Ceausescu by the sleeve again. It is no longer enough, in Romania, to limit the ownership of copying machinery to institutions sufficiently reliable not to permit misuse of them; the Romanian dictator has turned his attention to typewriters.

The control of typewriters is much more difficult. For one thing, there are far more of them than of copying machines. For another, there must be thousands of typewriters which only the owners know to exist. And yet a typewriter, given sufficient patience and assiduity on the part of some miscreant, can speak heretical thoughts almost as loudly as the most up-to-date Xerox machine. Whence the Decree of the State Council, which I now give in full.

The renting or lending of a typewriter is forbidden. Every owner of a typewriter must have for it an authorization from the militia, which can be issued only after a request has been made. All private persons who have a typewriter must, in the next few days, seek to be issued with such an authorization.

Such a request, in writing, must be sent to the municipal militia, or the town or community militia, wherever the applicant happens to reside, and the following details must be supplied: first and second name of the applicant; names of his parents; place and date of birth; address; profession; place of work; type and design number of the typewriter; how it was obtained (purchase, gift, inheritance); and for what purpose it is being used.

If the application is granted, the applicant will receive an authorization for the typewriter within 60 days. On a specified date, the owner of the typewriter must report with the machine at the militia office in order to provide an example of his typing. A similar example has to be provided every year, specifically during the first two months of the year, as well as after every repair to the typewriter. If the application is refused, the applicant can lodge an appeal, within 60 days, with his local militia. If the appeal is dismissed, the typewriter must be sold within 10 days (with a bill of sale) or

given as a gift, to any person possessing the necessary authorization.

Anyone wishing to buy a typewriter must first of all apply for an authorization. Anyone who inherits a typewriter or receives one as a gift must apply for an authorization at once.

Defective typewriters which can no longer be repaired must be sent to a collecting-point for such materials, but only after the typewriter's keys, letters, numbers and signs have been surrendered to the militia.

If the owner of a typewriter should change his address, he must report the new address of the typewriter to the militia within five days. Neither Orwell nor Kafka could have done justice to that: indeed, it is the most ingenious of science-fiction writers. Even I, though I have long specialized in extending the world's follies, misdeeds and crimes to a *reductio ad absurdum*, the better to show their reality, throw up my hands and abandon all thought of trying the same trick with the Great Romanian Typewriter Decree. For how could anyone parody, or exaggerate, or go beyond, such a document? What could the most fertile imagination, set to conjure up a way of

controlling the use of typewriters, add to the details of Ceausescu's method?

Romania has had, in Britain particularly, a much better press than she deserves. Because Ceausescu has, with great skill, gained a limited but genuine independence for his country within the Soviet empire (nothing that could compare with dominion status, of course, but real nonetheless), he has come to be thought of as some kind of benign and gentle autocrat rather than the brutal thug that he actually is: the suppression of dissent in Romania has probably been the widest spread and more cruel than anywhere in Eastern Europe other than the Soviet Union. (No doubt he calculates that although the Soviet leaders will tolerate a longer leash for the Romanian dog, they will not allow it to wag its tail. But there is no reason to suppose that he wants them to.)

I have no great hope that, by printing the details of his latest attempt to mop up the sea with a kitchen squeegee, I will have done anything to correct the false impression that Ceausescu gives. It is true that the more orthodox fellow-travellers have been cool about Romania ever since she began to diverge from the narrow Soviet path, but I am confident that we shall not see a savage editorial attack in the *Morning Star* on the denial of freedom represented by the *Lex Remingtonensis*, only because I guess that the control of Soviet typewriters is even stricter than that exercised over Romanian ones. But one or two of my readers who share my pleasure in poisoning the atmosphere at gatherings of *bien-pensants* sympathetic to the "socialist" countries of the East may find that their ability to engage in this agreeable sport is enhanced by a recitation, at any inappropriate moment, of the Romanian Typewriter Decree, and I present it to them in this spirit. Offers to run off a few extra copies for any such *bien-pensant* who would like some should be made with a smile.

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## An equal workforce, not forced

Pat Healey on how employers could live with - and even prefer - the stricter equal rights practices being considered by the Home Office

The present row between ministers about whether or not to tighten up compliance with race and equality requirements among government contractors has a long history.

For the past 16 years all government contractors have been awarded on condition that suppliers agree to a race relations clause. It has required contractors to avoid unlawful discrimination, and to take "all reasonable steps" to make sure their employees and sub-contractors observe the clause.

No efforts have been made to enforce the clause is effective, however: successive studies have shown conclusively that black people in Britain continue to suffer from racial discrimination when looking for work.

Changes to the clause, to require a government contractor to provide the Department of Employment with information about its employment policies on request, were rejected by the Home Office four years ago. The Confederation of British Industry objected in principle to the use of government leverage to enforce policies unenforced by the CBI saw it, with the object of the contracts - an objection which seems to be at the root of the present disagreement.

But employers answerable to the only public authority attempting to introduce contract compliance into Britain do not seem to have the same view. The Greater London Council set up its contract compliance unit two years ago, and has since asked 503 companies to provide details of how they are complying with the law. Only 74 have refused, and the GLC has given up on only 22. Of the 429 who have replied, detailed agreement has been reached with 130 on how they can change their employment policies to

comply not only with race laws, but also with employment laws relating to women and people with disabilities.

Mr John Carr, chairman of the GLC staff committee, is surprised and puzzled at the government's reaction in the past few days. He points out that the unit, which employs 31 staff and costs £700,000 a year to run, has assessed more companies in two years than the Commission for Racial Equality and the Equal Opportunities Commission have managed together since they began. The unit tries to ensure that the two codes of practice approved by parliament last year on race and sex discrimination are carried out - codes introduced in the Commons by Norman Tebbit and Tom King. Carr points out.

The present ministerial row suggests that the concept of contract compliance, whether as practised by the GLC or as promoted by the CRE, is poorly understood. Mr Peter Newman, chairman of the CRE, said: "We are not talking about reverse discrimination. We are saying that a company ought to know what its employment profile is and that is what we are asking for. We don't believe that to be hugely onerous: there is very little evidence that it is, and anyone who thinks it is should consult Ford or IBM or any other large company which has been doing it for some time."

Nor is there any intention in the proposals the CRE has put to the government that contract com-

pliance should mean asking employers to employ black people even though they are not the best candidate available, or imposing quotas on companies seeking government contracts.

What the CRE wants is an agreed policy that aims at ensuring race change over time. Successive investigations by the commission have demonstrated consistently that pious statements that an employer is an equal opportunity employer do not mean much. Neither a company nor an individual can be sure that discrimination is not taking place unless proper records are kept, monitored and specific training given to employees.

The much more aggressive contract policies adopted in America have certainly worked: at IBM for example, the number of women managers employed rose from 2,735 in 1981 to 3,665 in 1983, an increase of 34 per cent in two years. The number of managers from ethnic minorities rose over the same period by 13 per cent. Over all grades, the number of women employed rose by over 14 per cent, and the number of ethnic minority employees rose by just under 11 per cent.

The policies may have been introduced reluctantly, but there is considerable evidence that American employers are now committed to them because they can demonstrate that employment policies are fair. A survey last year by Organization Resources Counsellors Inc found that 95.3 per cent of the companies questioned said they

would continue with such policies for women and minorities regardless of government requirements.

Suggestions that President Reagan might reduce the present obligations on employers led the Levi Strauss company to issue just such a statement in public.

Doubts about government directed contract compliance has been likened to the reaction of some motorists to the introduction of compulsory seat belt wearing: reluctance, but after a time acceptance to the point that the same drivers feel uncomfortable without one.

There has clearly been a change of view in the Home Office since its rejection of a new contract clause in October, 1980. The main reason is the recognition of the persistence of racial discrimination in employment, which has been identified by the 1981 census and other impeccable research evidence.

Building on the GLC experience, a number of Labour-controlled townships have begun to introduce their own policies, though on a much smaller scale. This carries the danger that employers bidding for public sector contracts may be faced with a variety of requirements from different authorities. The race commission is anxious that a standard set of principles be laid down, making the minimum demands on industry but standing a real chance of improving employment practices. The Law Society and the Bar Council would need to be consulted on the legal problems.

A good place to try out the idea has been suggested by the CRE: the organizers of the Commonwealth Games in Edinburgh next year.

The author is race relations correspondent of *The Times*.

Ronald Butt

## Race: weapon in a new class war

The public owes Mr Bernie Grant, Labour's Marxist leader of the Haringey Council, and prospective Labour candidate for the parliamentary seat of Tottenham, a certain debt of gratitude. Until he was called to order by Mr Kinnock he said exactly what he thought about the Tottenham riots and the murder of Police Constable Blacklock.

Invited to condemn rioters who used guns, knives and petrol bombs, he said he found it difficult to condemn anybody, given the feelings against the police. He would not "make any moral judgments on the actions of young people". Though he personally regretted the death of PC Blacklock, "who says it was murder?" Later he blamed the police specifically for what had happened, saying that they had "got a bloody good hiding" and should accept that "black youths can successfully organize" to "outsmart" them.

However, Mr Kinnock has since been in touch, and after a long Sunday meeting of Haringey Council's Labour majority, Mr Grant read a statement regretting the death of PC Blacklock as well as that of Mrs Cynthia Jarrett "from a heart attack during a police search". All violence was condemned "whether it occurs through police insensitivity, government indifference or public disorder". "Police insensitivity" was defined as including their use of the powers of search under the Police and Criminal Evidence Act, 1984 (the "trigger" of the riots) "which the council is on record as opposing".

All this illuminates the mental attitudes which govern the conduct of many other hard-left authorities and their attitude to parliamentary law in general.

Confrontation with central and parliamentary government and with the old give-and-take traditions of local government, is everywhere the weapons of these councils, from the inner London boroughs of Lambeth, Haringey and Hackney to Liverpool and Sheffield. But on no front do they operate more successfully than around the crisis created by the changed composition of so many inner city areas.

Their position was bequeathed them, ready-made, by the broad band of opinion describing itself as liberal which dominated British political attitudes and above all the media in the Sixties and Seventies. If there had been an intention to destroy the old society by undermining its cohesion (and I do not doubt that in some cases, sometimes consciously sometimes subconsciously, there was such design) they could not have done their work more effectively.

From the end of the Fifties it was clear that if immigration continued on the same scale, it would lead to great social tensions, not least when there was serious unemployment. There was little racialism, but public opinion wanted a brake on immigration before it reached a point at which the absorption which had characterized previous immigrations became difficult.

Yet from the first very modest, and ineffective, Act of 1962 (which simply related permitted entry to work permits) each proposal was bitterly resisted by the Labour Party and by what was called "liberal opinion". Because the immigrants happened to be black or brown, a bogus equation was created between immigration control and "racism" which would have been impossible had they been white.

Sometimes it was said that all would be well regardless of the number of immigrants. Sometimes it was argued that the number would never reach difficult proportions. All evidence of social problems was explained away: such pressure groups as the Runnymede Trust

and the Institute of Race Relations (the latter then a respectable, now a blatantly Marxist-dominated body) were always available on a hot-line to help their friends in the media to explain away the realities with figures and arguments.

Anyone who stressed that the objection was not to the presence of immigrants of a different "race" but to the size of the number of people from sharply different cultural backgrounds coming here for work was derided as "playing the numbers game".

Yet numbers and the inevitable concentration of numbers is the heart of the matter. In the five years from 1961 to 1966, the number of Commonwealth immigrants doubled to nearly one million. Today, cautious Home Office statistics suggest at least 2.3 million, but allowing for illegal immigration and local evidence, the number of such immigrants and their descendants is certainly much more.

What matters most, however, is that they are predictably concentrated in particular city areas. The proportion in the relevant Tottenham wards was between 35 and 48 per cent, according to the 1981 census count of heads of household, which certainly understates the current reality.

Any new immigrant population (as with "white immigrants" in America) will encounter some disadvantages if only in the sense that most will have to work their way up in an unfamiliar society. Tottenham and Brixton are both examples of concentrated, unintegrated, one-class immigrant populations. For the young, there are difficulties of employability as well as of employment. The unskilled tasks undertaken by their parents are either not available or are not willingly taken on.

All this is weaponry for the class-warriors. Had commonsense prevailed in the 1960s and 1970s, class politics would have almost gone from Britain as old social barriers broke down and property-owning democracy became a general goal. Changing union attitudes are evidence of that. As it is, we have a new under-class in which, class can be identified with race.

Recent immigration is often fallaciously compared with that of Danes, Huguenots and Jews, who all came in much smaller numbers and, who, in their different ways, shared more of the culture and traditions of the main population. Now there is a new fallacy: riots are not new in Britain, and we should recall the Gordon riots and Peterloo. But such short-lived eruptions on particular grievances from fragments of an indigenous population, are very different from riots by those who feel themselves to be "racially" separate from the majority and its law. Cultivated race-dislike of "white" society is something new, more.

Young blacks are manipulated by class agitators: there is organization in their riots, and local leftist politicians talk with forked tongues. In some schools teachers suggest that school work is hardly worthwhile as there will be no jobs anyway. Anti-police attitudes are taught early. The police are excluded from schools by some left-wing authorities and, through such media as the GLC video "Policing London", children are taught not to think of the friendly bobby but of the police-enemy, unscrupulous and discriminating to blacks. The Labour Conference has now voted to subordinate the police to local political control.

The alienation of the inner city black areas is not, however, the only opportunity the left has for its destabilizing tactics. I shall deal with the wider context in a further article.

Philippa Tyson

## Left speechless by being jobless

"What are you doing now?" asked a fellow ex-student I had not seen since last year's graduation.

"Writing," I answered, with uncharacteristic conviction. "Oh really," he said, sympathetically. "You aren't the only one who's still unemployed, I believe."

It is so hard to be bohemian these days. Half the country is at it; mostly unintentionally, but it gives the hard core a bad name.

I have enormous difficulty in thinking of myself as "unemployed", as part of a paradigm of a post-industrial, post-personal, post-dignity-of-labour country.

"Unemployment" is a curious morass to be part of. It begins with the queue at the DHSS. I was used, in my student days, to signing on in a well-ordered office in Yorkshire, where the cogs of social welfare were well oiled and personal. When I joined company with my job in London it was a different story altogether.

The queue at the DHSS lasted two days, at the end of which was told to go to the unemployment benefit office. At the UB office I got an appointment: at the appointment, after a two-hour wait, I answered elementary questions which were then repeated on the BI form I was given to take back to the DHSS.

The refusal to admit that human intelligence can survive unemployment continues with the slow and deliberate questioning which punctuates one's travels through the unemployment office. I felt an idiot child by the time I finally emerged, dazed, into Marylebone sunlight.

The English attitude to and language for those not regularly employed is not complimentary. Even these accepted euphemisms - "early retirement", "redundancy", "ring of uselessness: the 'scrappypop", as the Labour Party likes to put it.

Those without regular work are semantically dispossessed. The Labour Party will perhaps have to think about changing its title if it is not to appeal to a small elite in the future. And it is the opposition parties, far more than government policy, which emphasize the less plight of being part of a fluctuating statistic: forget the people behind the figures, quantity is all important in the battle for power.

Job creation is a most patronizing notion. Its intention is good enough, but its implication is of pointless occupation. Again, the expectations tied into language are what need to change. It seems short-sighted to believe that a job, any job, is better than nothing just because the government is paying a wage rather than benefit.

"Unemployment", for want of a more positive term, can be an extremely positive thing. It gives a body time to think, time to assess alone. That is, in part, what the government wants.

One of the ironies of the government's enterprise scheme is that people must be unemployed for three months to qualify. Three months of signing on is debilitating, three months of waste and rejection demoralizing.

More than schemes and policies, the attitude of political parties to human expectations; the attitude of the media to the morale of unemployment; the surprise shown at success stories; the refusal to take people at their own value, rather than their job status; the attitude of society, whose first question to a stranger is "what are you?", to which the answer is never expected to be "myself".

The author is a Cambridge graduate and writer.

مكثان التحويل











## THE ARTS

## Theatre

## Tableaux of arrested lives

Phedra  
Aldwych

The director Philip Prowse seems to have cornered the market in royal courts corroded by base passions, and in reviving his Old Vic success of last year he demonstrates once again his talent for decorating the undecorous with stylized performances which strive to do justice to his stage design.

This version of Troezen might perhaps have been sketched by Piranesi with its carved equine heads, its ponderous urns and its giant central monolith supported by massive chains which fall away at the climax to let it thunder forward stage-front, revealing the decapitated corpse of a white horse.

Add to this the decidedly Prowse touches of exaggerated lighting which slowly brings up the set from murky grey to sooty gold, and the regular distant wash of waves punctuated by seagull screams, and the scene should be set for a theatrical feast.

Two things militate against this: one being the hobbling translation by Robert David MacDonald which disastrously apes Racine's rhyming couplets (making one wish, perversely, for French subtitles), the other being the casting of Glenda Jackson as the eponymous queen who believes in keeping incest in the family.

Miss Jackson's mannered delivery gives the impression of a mannequin with a rogue voice box which cannot decide which instrument of the orchestra it is meant to be emulating.

Gerard Murphy's scowling, piratical Theseus and Jane Bernish's ironical Ismene go some way towards keeping the ship afloat, but the scenery remains more absorbing than the voyage.

Martin Cropper

As I lay dying  
Cottesloe

Peter Gill's adaptation of William Faulkner's novel is primarily an experiment in multiple narrative, putting the book's own antitheses between words and action to the test of physical enactment.

As *I Lay Dying* tells the story of Addie Bundren's burial, through the descriptions and meditations of her husband, children, and neighbours, Addie, a stranger in her own home, has found no meaning in her life — least of all in the vocabulary of marital love. To confer a posthumous meaning on her existence, she leaves instructions that the family are to build her a coffin and then carry her body from rural Mississippi to Jefferson and bury her there. This toilsome journey from the hills to the town, involving floods and fire, amounts simultaneously to a sacramental ritual and the central plot.

As inhabitants of Faulkner's Yoknapatawpha County, the characters would find near relatives at *Cold Comfort Farm*. With names like Darl, Dewey Dell, and Jewel (Addie's illegitimate favourite son), they include one simple-minded boy and another who winds up in a Jefferson mental home. Having staggered through their ordeals with Addie's putrescent corpse, they finally reach their destination only to discover that they have forgotten to bring a spade.

Gothic excess and risible anticlimax aside, the overpowering fact about this little society is its terrible loneliness; hence Mr Gill's chosen theatri-

cal task of presenting a group action by a collection of people who can barely make contact with one another.

With brief sawn-off dialogue exchanges, the play consists of monologues and chorus episodes; and the stage is denuded even by the austere standards of the Gill-Alison Chitty partnership. With a floor and back wall of rough, untreated timber we seem to be in a funeral workshop: while the dying Addie (June Watson), propped up to observe the construction of her own coffin, occupies an old trestle table. The faces of Mr Gill's company, unshaven, hollow-eyed, never smiling, seem to have escaped from the Richard Avedon exhibition. But in turn, each one erupts in solitary eloquence when his turn comes to speak; while the rest preserve tableaux of arrested life, springing into a new group picture when the next monologue begins.

Mr Gill has taken certain stylistic decisions which I do not understand. One of these is to preserve descriptions of actions which the person described is conspicuously not performing. Another, particularly in the chorus scenes (such as the struggle to get the hearse over the river), is to whip the group up into frenzied accounts of a supposedly visible event, while preserving past tense descriptions. Too often the effect of this is to muffle the impact so much that attention wanders. Otherwise this is an event with the poise of a piece of Shaker furniture, and performances (especially those of Stephen Petcher and Daniel Webb) whose passion is intensified by the extreme discipline of the style.

Irving Wardle



In front of the mother's corpse: Joanne Whalley

## An American in London



Sheridan Morley talks to theatre manager/producer Toby Rowland

"Have you any idea what a good stage manager costs these days? I spent half my career earning less than that." The cry comes from Toby Rowland, the only American to have spent the last thirty years in West End theatre management and now, on the verge of his seventieth birthday, starting out again as a solo producer after a quarter of a century in charge of all the Stoll Moss theatres along Shaftesbury Avenue. Rowland has been a remarkable behind-the-scenes career, and if ever he gets around to the autobiography he has long threatened, it is likely to prove the best guide to the Byzantine power-structure and struggles of the commercial theatre in this country that we have yet had.

Having retired last year from Stoll Moss, Rowland has now formed his own independent production company, and his first venture is *True Dragon's Tail*, a new play by Douglas Watkinson which opens at the Apollo on Monday with a cast headed by Penelope Keith.

"I didn't want to start the new company with a revival or anything safe like that, so when Penny and her husband brought me this play I knew it was just what I'd been looking for. A couple of years ago I had cancer of the throat, and while I was having all the hospital treatment I began thinking about all the things I hadn't done in my life, and one of them was enough independent productions — so my wife said that when I got better I should form my own company and we called it Libby Productions after the town in Montana where I was born.

"My father was a lawyer who lost all his money in the Depression, but we still had an American Indian nanny called Susie. Cow who loved the movies, and from about the age of four I was taken to the local cinema. Then I began collecting film magazines and became obsessed by Hollywood.

Rowland was 15 when he won a *Screenland Magazine* contest.

"You had to write an essay about whether you wanted James Cagney to be good or evil in his next movie, and mine was the one they chose. When I got to Pasadena Station in 1933 there was Cagney on the platform to meet me with a lot

of cameras from the studio publicity department. Cagney then took me on a drive around Beverly Hills and I knew who lived in every house, because there had been photographs of the stars in their kitchens for a recent fan magazine. Cagney couldn't believe that a kid just off the train from Montana knew more than he did about who his neighbours were, so he kept stopping the car and we'd bang on the door to check whether I'd got it right from the photographs."

Thus introduced to the wonders of Hollywood, Rowland returned to Montana where his father bought up all the copies of the magazine announcing his son's visit so that the neighbours should not be too appalled. The movies were now in his son's blood, however, and at 17 Rowland went to drama school in Seattle, where he met his wife.

"Our parents agreed that in the vacation we could drive to New York, where Millie was going to become a star and I was going to be the best producer on Broadway. It didn't happen quite like that. Nobody wanted to give us a job so in desperation to get work for ourselves we opened up the first-ever off-Broadway theatre in an iron foundry on West 19th Street. We sold nearly a thousand subscriptions and opened on money we'd borrowed from our parents with Cagney's *The Infernal Machine* in its American premiere. We discovered Mildred Dunnock and Lloyd Bridges, gave all our subscribers their names on the back of the chairs, and were just beginning to make a success of the venture when the Fire Department came along and closed the building down as unsafe."

By now it was the beginning of 1937, and Rowland had decided that the time had come to get some professional experience on Broadway itself. "I'd realized in our own theatre that I knew nothing at all about how to sell tickets. So I went to work for fifteen dollars a week as an agency runner, carrying black-market tickets up and down town. Every Friday I also had to carry the ice. The ice was the money that went under the counter to box-office managers for letting us sell their house seats at inflated prices."

The next thing Rowland

decided to learn about the theatre was stage management. "I went to the Provincetown Playhouse, where stage managers also got to play small parts. Then the war came, and Rowland went into the American Air Force. "We were stationed in the South Pacific, where I used to run a weekly forces' radio show with Charlton Heston, and after that we went out on troop tours of the army bases, selling Tyrone Power's kisses. I mean he'd stand there and kiss the girls, and I'd charge a dollar. The day the war ended I went straight back to New York. Milly got a job as a secretary and I tried to break back into management. But my father had died, there was no more family money and so I found myself working as an agent for a while."

He did not care much for that, but there was by now almost nothing in the theatre he had not done, save setting up a drama school. "That was the next plan. Under the GI Bill, a lot of returning servicemen wanted to learn about the business, and so with Elia Kazan and Bert Shevelove we formed an academy where all the visiting English on Broadway would come and lecture. They were a different breed: when the Old Vic came over in 1947 with Olivier and Richardson and Margaret Leighton, I suddenly saw a whole new world of theatre and decided that I wanted to be a part of it."

"I started by looking after the H. M. Tennent and Little shows when they were on Broadway, and then I became Binkie Beaumont's assistant over here at a very glamorous time, so I stayed here and set up on my own in management. The first play that Peter Hall ever directed in the West End was mine, and so was the Tennessee Williams *Camino Real*. Not that it was all on that level: I also did *The Desperate Hours* and *Watch It Sailer* to pay the rent, and *Brouha* with Peter Sellers, who was just impossible."

"He missed so many performances that after three months his understudy John Wood was giving a party to celebrate his own fiftieth appearance in the play. Every night was a crisis: at 7.15 my stomach would tighten, and then there would be the call from the stage manager saying that Peter was either drunk or just not there. Then, on the very last night of all, we had a party and Peter solemnly came over to me and said that he'd heard of a promising young writer called Peter and could I get him to write Sellers a play?"

That was about the moment when Rowland abandoned his own management and went in with Prince Little at Stoll Moss: "He'd already done so much to help me that I couldn't really refuse. I did manage in those years to discover Alan Bennett, because Frith Banbury sent me a 400-page outline of what became *Forty Years On*, but apart from that it was mainly a pantomime and transfer business, with very little chance to originate shows. "Now I'm back commissioning new writers, with just one phone and one secretary and paying all my own bills instead of sending them upstairs to the accountants. I find all that alarming, and the West End is certainly a trickier place now than when I started with the old giants at the end of the 1940s, but it's still very good to be back on my own again."

## Television

## Smiles on the face of the tiger

Far easier to contemplate the fluff in another society's navel than to examine the fluff in one's own. In a week in which the British government planned to entertain two PLO stalwarts, the BBC have appropriately decided that two months, seven deaths and nineteen seconds later the "climate" is now right for the transmission of *Real Lives - At the Edge of the Union* (BBC1). One way of judging it as a programme and not the political hot potato which blistered Auntie's hands is to imagine what an intelligent foreigner, ignorant of the recent bally-hoo, might have felt watching it.

Apart from admiring David Barker's photography, he would have seen an accomplished film no more than less than that — which juxtaposed two men from a rainy town called Londonderry: both tectonic churchgoers, both elected representatives and each as different from the other as it is possible to be. That both were filmed at the end in graveyards was a recognition by producer Paul Hamann of the results of their extremism.

One was a neatly dressed man with still white marble

hands called Martin McGuinness. He sat with a fearful air of reasonableness and denied reports that he was the military commander of the IRA terrorist group. He did admit he was involved actively on behalf of his people against what he described as the British occupying forces. There were sequences of this man in his car, of him speaking in the rain to his cheerful supporters — 12 per cent apparently of the community — and of him playing ball with his children.

The other man (who bore an uncanny resemblance to the head of the department responsible for the programme, Will Wyatt) was Gregory Campbell. He was seen at home, with close circuit security screens, and in church, with a pistol down his hip, and at tea with a man who spoke in a rasping uncompromising voice, called Ian Paisley. In much the same voice Campbell advocated a shoot-to-kill campaign against the IRA — Christmas, he said in a statement, had come early the year when two IRA men were shot — and a refusal to sit down and talk with their elected sympathisers.

Our impartial viewer would have noticed the women interviewed were much tougher than their men, that there were unfairly more shots of McGuinness's supporters than Campbell's. He might have suspected the right cause was represented by the wrong people. Certainly he would have considered it unnerving that the smile on the face of the so-called tiger was so fetching and unassuming that one side could put its case much better than the other (this more a cause for thought than censorship).

Tsetse fly and army worm are more the afflictions of the Mursi people. There was a wonderful sequence in *Disappearing World* (ITV) — a kind of *28-1p* on an African tribe — in which squatting round a television set for the first time, like a bunch of BBC governors, they watched with drooping lips two programmes about themselves filmed over the last 10 years. This third programme in particular provided the most moving objective portrait of these proud cattle-herders.

Nicholas Shakespeare

## Dance

Mark Morris  
The Place

When Mark Morris's dance group first appeared in London at last year's Dance Umbrella, the predominant quality I noted was a heavily facetious humour.

An underflow of callousness made it impossible for me to enjoy his earlier *Songs that tell a story*, and in the new *Lovely* that callousness comes to the surface. In this dance, to songs by the Violent Femmes, Morris's four supporting dancers grope one another, themselves and four naked baby dolls. They simulate child molestation and baby-bashing.

Morris himself has had his pre-Raphaelite curls shorn. His solo, however, is as narcissistically self-indulgent as ever. One of them he performs strutting about in a frock and high heels; for the other he writes to an anthem "Jealousy" from Handel's *Hercules*.

The choice of music is sometimes odd. Boccherini accompanies a clumping-around number for four performers enigmatically titled *Retreat from Madrid*. In *Deck of Cards*, a home-made toy truck is dragged slowly across the darkened stage to a song by Jimmy Logsdon. Morris does his drag act to another by George Jones, and Donald Mouton illustrates, in elementary mime gestures, a recitation (comic? sentimental? the tone is ambiguous) by J. Texas Tyler.

The movement, for the most part, is a kind of dance scribbling, so busy and out of focus that it becomes illegible. When precision does occur, in *Minuet and Allegro in G* (Beethoven), it is again facetious: two women carefully dancing out of time with each other and the music.

Sometimes I wondered what Morris thinks he is up to. But by the end I found the evening so nasty that I no longer cared.

John Percival

## Concerts

Lontano Martinez  
St John's

A really rather dull evening with Lontano yesterday was finally and instantly lifted high in the air by a new piece from Judith Weir, *The Consolations of Scholarship*. It is a concert opera, or musical strip cartoon, getting through 10 scenes in under half an hour, and making a brilliant, lively image, created with complete clarity of purpose. To hear it is to turn the pages of a beautifully illustrated book, an experience of relishing the moment yet anticipating what is to come, featuring that quality of imagination cannot be maintained yet gradually and happily becoming assured that it can. It is quite the best thing of Weir's I have heard — though such judgements are mutable, since one can now have the pleasure of rediscovering her music in the light of this bright achievement.

The story comes from the plays of Yuan China, but Weir's conflation is her own, witty, and given to a solo singer who speaks off in rhythmic unison the main roles: Linda Hirst was accurate and delightful here. A small mixed ensemble colourfully contains the proceedings, using a language of quirky rhythms and oddly placed chords that overlaps some what with Messiaen on one side and recent Ligeti on the other while having a definite centre of its own. There are glorious moments when the ensemble chimed off in rhythmic unison with the speaking voice, illuminating and subverting the text.

Conducted most effectively by Odaline de la Martinez and splendidly played, the thing was a sheer treat. I hope some record company may notice how well it would suit the gramophone. Meanwhile it is good news that Weir is at work on a full-scale piece for Kent Opera.

Paul Griffiths

YMSO/Blair  
Royal Festival Hall

The Young Musicians Symphony Orchestra would be the first to admit that in the opening concert of their new season they played safe with their all-Elgar programme. And they did succeed in filling a good many seats in consequence, although happily their renowned adventurousness in programming policy is to be pursued later.

Safety for the box-office does not always mean safety for the players however. It is difficult for any conductor to stay with the soloist in the Violin Concerto and James Blair was not always in total agreement with Barry Griffiths in matters of tempo, phrasing and rubato here. The greater problem, though, was that Griffiths played too much like the excellent orchestral leader he is and not enough like a really committed, virtuosic personality. Too frequently what should have been gripping emotive climaxes went for almost nothing.

It was hardly surprising that the orchestra sounded uncharacteristically ill at ease in this work, a contrast indeed to their exuberance in the "Cockaigne" Overture. Here, in spite of an occasional moment of insecurity among the strings, all the nobility and humility was conveyed through playing of distinctive warmth and confidence. Sometimes, indeed, that confidence resulted in brassy garishness, but this is the work that can easily take such treatment.

So just about, can the end of the *Enigma Variations*, though here there was a suspicion that the organist let himself go just a touch too far in his registration. Otherwise Blair shaped the piece carefully and elegantly, and there were impressive solos from Nicholas Barr (viola) and Gregory Walmisley (cello).

Stephen Pettitt

Rock  
Meat and two vegSqueeze  
Hammersmith Odeon

With their jaunty rock rhythms, economically-executed arrangements and clumsy, sentimental lyrics about the mundanities of everyday life, Squeeze had carved a comfortable niche for themselves as the meat and two veg of the pop/rock world by the time of their demise in 1982. While the careers of the principal song-writers Glenn Tilbrook and Chris Difford languished following 1984's disappointing *Difford & Tilbrook* album, Jools Holland, by now an established television personality, also suffered a decline in his preferred profession as a pianist. Thus the decision to reform the group earlier this year represented a sensible acknowledgement of the whole as being greater than the sum of the parts.

Their stage show, however, remains almost exactly equal to the sum of the songs played therein. Despite an amusing classical boogie pastiche by Holland and a rather ambitious attempt by Tilbrook to organize the audience to sing four counterpoint parts simultaneously during "Black Coffee in Bed", the bulk of the

performance comprised a straight, seamless run through the artful songs of Difford and Tilbrook as interpreted by Squeeze, with little or nothing added to the work as recorded.

Looking like a seedy choirboy in need of a haircut, Tilbrook sang in high, clear tones, accompanied by Difford's grumpy baritone to complete their distinctive octave unison vocal parts. Gilford Lavis drummed with elegant vigour though he twirled his sticks a lot less than when miming on television, and with sharp, clear precision the ensemble romped through hits like "Up the Junction", "Tempted" and the excellent "Pulling Mussels (from the Shell)" as well as the less obviously commercial material from the new album, *Costi Fan Tutti Frutti*.

The group adhered to the tedious, but increasingly prevalent fashion of "ending" their performance two-thirds of the way through the allotted timespan and then returning for 40 minutes' worth of triumphant, (and carefully rehearsed), "encores". An impression of competent playing marred by a lack of spontaneity in the presentation was confirmed.

David Sinclair

In the TLS  
on October 18

## NEGLECTED FICTIONS

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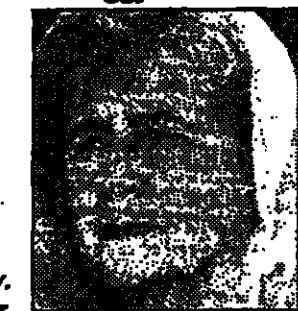
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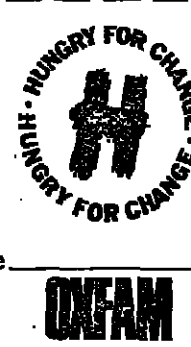
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October 17, 1985

## SPECIAL REPORT

RETAILING/1

# The style that gets the tills ringing

We may feel nostalgic for the personal service, the interesting characters, and the friendly smiles of 1801 when Jane Austen used to buy her gowns from Mrs Ryder at the local village shop and Parson Woodforde's niece Nancy bought hers from Mrs Baichelor of Reepham "who travels about in a cart".

But behind the personal attention and the friendly smile, the high prices, little choice and frustrating delays in delivery. You might wait all season for a fashionable hat and by the time it arrived, via various coaches and various inns, the season would be over.

Since then the big department store has come and, in many cases, gone, at least as we knew it. Gone are the days when you would meet your aunt for tea in D. H. Evans or be given a guided tour of Heal's by your own particular buyer whenever you went to buy a cushion.

The chain store has established itself in high streets and has, until now, offered variety, immediacy and conformity. Computer systems have created efficiency in ordering, stock control and accounting, though personal service has gone in favour of streamlining.

But things are changing. During the 1970s there was a serious drop in retail sales and retailers have had to reconsider what customers really want and how they want it presented.

There is a new, confident discriminating, educated generation of customers who have travelled widely and experienced various cultures and do not see why glamour should be something confined to tele-

vision. They are choosy about where and on what they spend their time and money. They are concerned particularly with their health, individualism, what is quaintly called in the trade "personal adornment" and their immediate environment.

The retailer must please, and please immediately. Items no longer sell on price alone, but on choice and often on whether the shopping environment is relaxed and pleasant. The successful retailers have had to introduce into their stores variety, atmosphere, service, value for money, convenience, design, colour and quality.

Payment is made easy through charge cards, budget accounts, ordering by phone or even by computer.

Above all, retailers have been quick to see that specialization is the name of today's retail game. Everyone's doing it. There are the small specialist shops of which, say, Benetton, Next and Richards each sell a particular style of clothing - sports, city or just plain trendy.

You know where to go for each type. You'll go to a small sports shop for shorts, a specialist fitter for a new car exhaust, a fast food joint for a hamburger. Dixons for a camera.

These shops rely on instant innovation and change to keep their customers intrigued and spending.

The department stores have been losing to these specialists and are finding that the only way to get back is to rent space to the specialist concept. Within its linen department, for instance, a store will find itself setting up areas devoted to a

range of products based on "Thomas the Tank Engine" or "The Country Diary of an Edwardian Gentlewoman" which may include not just bed and table linen, but toys, pastry boards, pottery.

An extraordinary amount of energy and organization lies behind such packages, with perhaps 20 or more manufacturers taking part and much money to be made since the whole "story" can be heavily advertised as a package with everyone concerned benefitting.

In the large surface-area chain stores - horribly known as "variety stores" - found in high streets, modern shopping malls and out-of-town hypermarkets, specialization and rationalization are gathering momentum. Shops such as British Home Stores, Marks & Spencer, W. H. Smith, Woolworths and Boots are all pulling up their socks, pulling in their horns and considering how they can sell a clear and quality idea or two rather than a whole jumble of cheap odds and ends.

Mail order is also falling into this specialization game. Small catalogues are surfacing, some no bigger than leaflets, offering specific and directed merchandise, of good quality and excellent design.

The Guinness Collection has luggage, clothes and accessories to gladden the heart of the young business executive. There are catalogues of top quality manufactured designer objects from lighters to furniture, those which offer just sports clothes and equipment, and those, such as Habitat, Laura Ashley or Next, which offer a special look or style for the home.

This leads to another important realization: that design affects performance. Twenty years after Habitat introduced the word design into everyday postwar shopping, the bulk of the retail world has cottoned on too. The large chains in particular have the buying power to dictate what a product should look like, but most retailers see the importance of getting professional design expertise to improve their shops, as well, both inside and out.

The overcrowded and overbearing atmosphere of the 1960s shopping centres are, we can but hope, making way for the light, airy shopping environments of places such as Milton Keynes, whose marbled halls and free and available parking are a revelation to the harried shopper.

Barty Phillips



Eighty-five years of shopping in Oxford Street: Fashions and facades have changed but the buildings are clearly the same - note the Saxone shop on the left

## A buying spree in your own lounge

Shoppers are parting with more and more of their cash from the comfort of their own homes.

Companies are becoming aware of the growth potential for non-shop shopping and over the next decade this is likely to be one of the fastest developing areas in retailing.

Today customers are not restricted to the cumbersome system of local agents and long delivery dates - they can place their orders by phone or even tap them directly into a computer.

Tesco has been pioneering a system by which special customers - the elderly or disabled - can send their grocery list via a television screen to the local store. Then, in a 1980s up-date of the traditional grocer's delivery system, the requirements will be brought straight to the door.

People who are subscribers to Nottingham Building Society's Homelink system can not only pay their bills at the press of a few buttons, they can also order a case of wine or any of the other items which advertisers choose to display on the screen.

Littlewoods, famous for its pools coupons but also the second largest mail order company in the country, is now pioneering a system of electronic shopping through Prestel.

It is, however, the catalogues which still provide the bulk of home shopping sales and after some dismal years at the

beginning of the decade, the outlook is almost as glossy as the pictures that persuade customers to buy.

In the first half of this year, mail order sales grew by 11.3 per cent while retailers in general only recorded a 9.4 per cent boost. That means that mail order sales this year should top £3 billion, against £2.7 billion in 1984. Littlewoods and Great Universal Stores still take the lion's share of that business - 38 per cent and 29 per cent respectively.

The original Habitat catalogue, has been the model for a veritable library of store catalogues: Laura Ashley, The Reject Shop, Mothercare and even Harrods now offer the opportunity to shop by post.

Their inspiration came originally from the direct mail advertisements which together seemed to be making a takeover bid for the Sunday colour supplements in the early 1970s.

The market was over-subscribed and it met with the inevitable result.

Today most of the direct mail business is in the hands of large companies which have interests, and vital experience, in other aspects of selling.

David Jones, managing director of Grattan, personifies the changes. He was the leader of a team which ushered GUS into a new era of computerization. Then, three years ago, he walked into Grattan and worked the same high-tech magic. He

invested in computerized ordering systems, automated warehousing and produced profits which now justify the expenditure. Grattan recently announced that it made £6.8 million in the first half of this year and it should top £15 million for the year.

The vagaries of the postal system are increasingly being by-passed on both legs of the journey, for the boom in mail order, clearly a misnomer now - has tempted several new delivery services into existence.

Companies such as Grattan and Freemans are now examining how they can build on the business they have. One of their most important assets is a list of customers and this in itself is something that, carefully packaged, can be sold at a high price.

The names on the list are a sitting target for holidays or insurance, besides the more run of the mill household goods.

With such ideas in mind, the mail order houses have good reason to feel bullish - but there is one worrying cloud on their horizon. Rumour has it that Marks & Spencer is contemplating taking its high street supremacy into the mail order world.

If Marks does decide to plunge into catalogue selling it will lift the image of the business by several points but it will also pose a major threat to those companies which have pioneered non-shop shopping.

Patience Wheatcroft

# B&Q CHAMPION YOUR RIGHT TO SUNDAY SHOPPING

**B&Q were first with Bank Holiday Opening.**

**B&Q were first to stay open late 'til 8.**

**B&Q DIY Supercentres are forerunners in the battle for nationwide Sunday shopping.**

B&Q welcomed the Auld report on Sunday Trading, accepts its recommendations and looks forward to early legislation. Sunday trading means a better deal all round....



**More sales.**

**More jobs.**

**More opportunities for British manufacturers.**

And above all **more flexibility for the British shopper.**

B&Q have been in business just 15 years... we have 40 million paying customers a year... last year our turnover was over £300 million, with a profit of £28.6 million... and we employ almost eight thousand people.

We're in business to serve the customer and give them what they want.

Give the customer Sunday shopping!



**B&Q Market Leaders in D.I.Y. And in the fight for Sunday Shopping!**



## How the small traders made the big time

Britain's huge and splendid shopping palaces, the department stores, were the products of a breed of young retail Dick Whittingtons who first began to surface in the early 1800s.

Until then shoppers had relied on proprietor shopkeepers living above the shop. In London they spread over an area consisting of two streets, Fleet Street and Holborn and their extensions running from the City to the West End.

The first department stores, such as Kendal Milne & Faulkner of Manchester, started by hiring spaces to other traders which were often called bazaars. Most of the founders were young men who had trained in the drapery trade or farmers' sons out to make their fortunes.

William Debenham, a Suffolk farmer's son, bought a partnership in Flint & Clark - later Debenham & Freebody - in 1913. John Snelgrove walked to London from Somerset with half a crown in his pocket and eventually took on a partnership with Yorkshireman James Marshall. Marshall and another in Scarborough and another in Harrogate, but only during the season.

### Harrods' escalator was a sensation

Peter Robinson, Bourne and Hollingsworth, Dickens & Jones, Swan & Edgar, all set up around this time and John Lewis was a silk buyer at Whiteleys before he opened a small corner shop near Oxford Street at the age of 28.

He refused to advertise like Peter Robinson but did realize the importance of offering a wide assortment of sizes and colours. One progressive retailer who did not mind advertising was John Harris Heal, of Heal's, makers of mattresses and feather beds which first opened in Tottenham Court Road in 1818. He advertised in the partworks of Charles Dickens' stories for 28 years, beginning with *Pickwick Papers* in 1837 and ending with *Our Mutual Friend* in 1865.

Harrods, which started as a small grocery store, had begun to sell china, glass and ironmon-

tery by 1880. When Richard Burbidge took over as general manager in 1891 - from the Army and Navy and Whiteleys - he was full of progressive ideas and caused a sensation with the first escalator in 1898.

Gordon Selfridge from Chicago opened in the year of Harrods' diamond jubilee. He built a new building, by far the biggest in Britain at that time for a retail store. Selfridges was famous for its windows, which were kept lit until midnight, for its ice cream soda fountain, and its bargain basement, all big innovations.

He revolutionized store organization, layout and display, and introduced new methods of staff training. He said of his customers: "I want them to enjoy the warmth and light, the colours and styles, the feel of fine fabrics. That is the basis of this business."

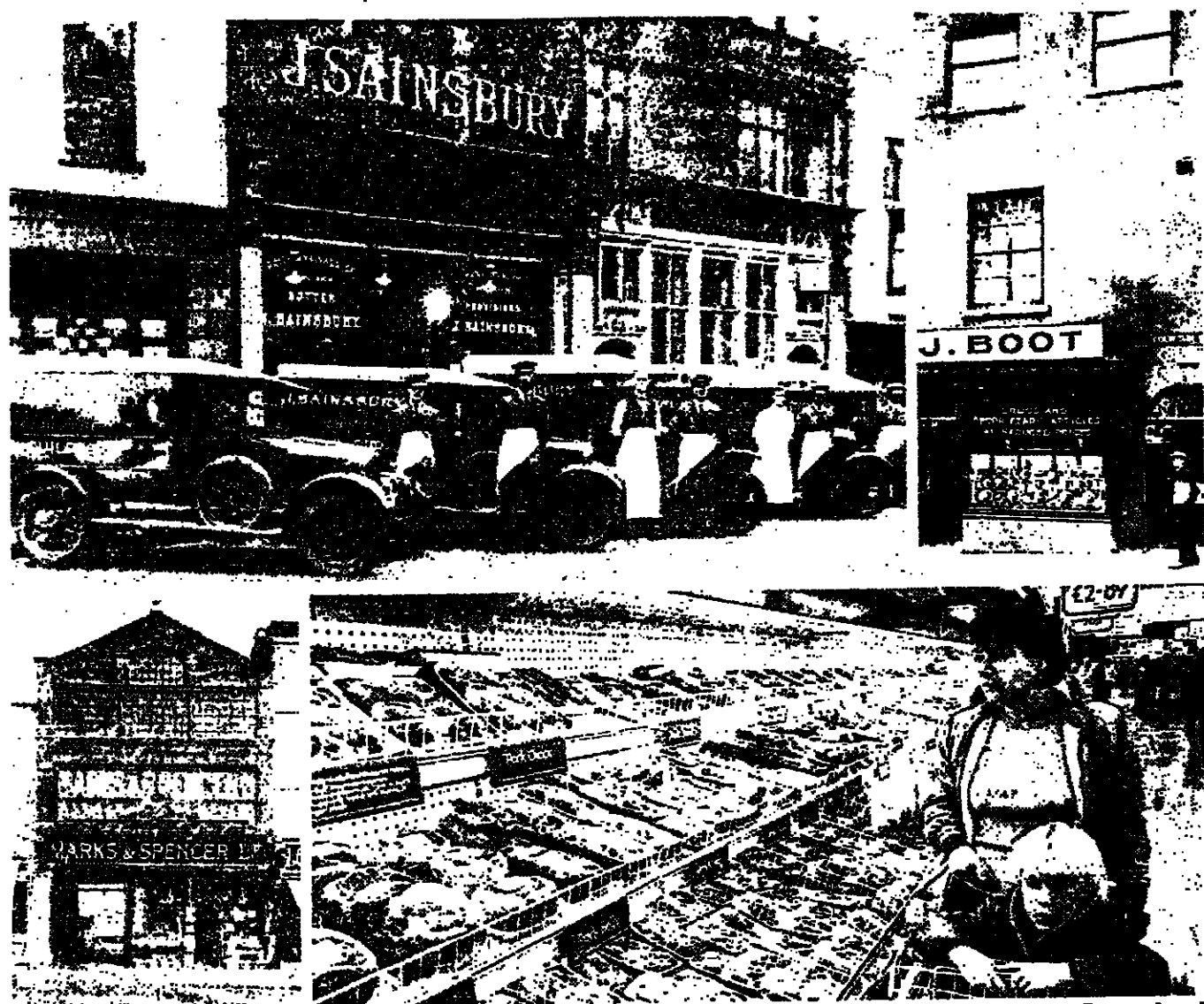
When the first underground was opened, linking the City and the West End, Westbourne Grove became known as the "Bond Street of the West". William Whiteley opened his shop there full of marketing ideas, some of which would fit in well with today's thinking. For instance: a fish bar attached to the fishmongers department "where tempting little fish lunches popularly denominated snacks may be had at all hours".

These progressive stores were not confined to London. In Newcastle, Bainbridges has 23 departments and Fenwick's has a beautiful shop designed by W. H. Knowles. Robert Sayer opened a shop in Cambridge which eventually became a John Lewis partnership store. There was Dunn's of Bromley, Jolly & Son in Bath and many more.

Alas, few of the great London stores are still owned by the families who founded them. Liberty is about the only one still under the ownership and management of the founder's direct descendants.

These shops all depended on the many large prosperous Victorian families for their success. People who liked spending but wanted value for their money.

During the past 20 years the department store has fallen on hard times. Goringes, that



Big stores, small origins. Top left, Sainsbury's delivery fleet at Guildford, Surrey, 1929; top right, the first Boots shop in Nottingham; below left, open-fronted M & S shop at Stratford, London, 1910; and today an ASDA superstore

hastion of the school uniform, went down in the late 1960s. Gamages, the well-known rabbit warren in Holborn in the 1970s. Whiteleys, B & H, Dunns of Bromley, Swan & Edgar, Woodlands, Pontings - remember them?

One thing the department stores seem to have over the chain stores is the amount of space they own. Within this they can offer a wider range of products than most of the chains and perhaps a more thoughtful service. Or they can let space to individual retailers, a way forward which is definitely in the thinking of the new owners of Debenhams, with their talk of central atriums with highly designed individual shopping cubicles off them.

So perhaps we shall get right back to the original idea of shopping bazaars, started by Kendal Milne in the 1830s.

Barty Phillips

Cut-price veg and a discount on a vacuum cleaner are among the very few perks that go with the job of shop assistants. In a trend-setting fashion boutique, salesgirls may have the added pleasure of being able to gyrate between transactions to the piped tones of their disco favourites.

Opening and closing times often make it easier for women workers to cope with running a household and taking children to school (but not collecting them). Convenience and relatively good working conditions are the main plus points.

Shop workers spend many hours on their feet, their job security is limited, they have to cope with awkward customers and they are paid some of the lowest wages in the land.

The minimum legal wage in the non-food side of retailing, as laid down by the industry's wages council, is £76 a week (£75.50 in food shops). Over-

## Tough customers, few rewards

time is negligible and only a small minority are on commission.

In London, where some workers can expect a hefty extra allowance, a general shop assistant over 19 earns a minimum of £78, a differential of just £2.50 a week.

According to the USDAW, these shop workers earning more than the minimum are rare, though Harrods and Selfridges in London have a union-negotiated rate of £117 a week for an assistant aged 18 and over, boosted by commission.

The picture painted by the USDAW is of generally greedy retail companies exploiting mostly female, mostly part-time workers who are frightened, certainly discouraged, from joining a union.

The reverse view is put forward by the Retail Consortium, representing the owners, and its new director general, Tom McNally, the former SDP MP.

He says: "Today's shopkeeper invests in the architecture and environment of his shops, the technology employed in them and the sophisticated presentation of the goods sold."

"With such high capital investment he is not interested simply in one-off quick killings. The whole aim is to establish and retain customer loyalty. To that end a well trained, presentable and loyal staff makes common sense."

According to the consortium, 2,152,700 people were employed in the retail trade in June, two thirds of them female. About 840,000 were part-time workers.

USDAW is a decidedly non-militant union, largely because its potential membership is spread thinly across the country.

Not surprisingly, the union has little time for the much-praised Marks & Spencer. A spokesman said: "They may provide free hair-dos and look after their staff's feet, and they try to pay as good a basic rate as any in their particular location, but Marks also has a reputation for being paternalistic and dictatorial and it doesn't suit everybody."

Unique to retailing, also, is the John Lewis Partnership, which has 21 department stores and its 77 Waitrose supermarkets and which has a profit-sharing scheme designed to give "the greatest measure of democratic responsibility that may be

compatible with firm central control."

Last year, the profit share-out among the 27,000 members totalled £25.7 million and represented a 19 per cent cash bonus on a year's pay.

But by far the greatest challenge facing the union at present is the move towards seven-day, 24-hour trading.

The Audit Committee, which has recommended reform of the 1950 Shops Act, said that 5,000 jobs could be at risk. The USDAW deputy general secretary, John Flood, believes the total could be 20,000.

Most of the big retailers want Sundays to be liberalized. They point to a recent study by the Institute of Fiscal Studies which concluded that if sales rose by 2 per cent following Sunday opening, 30,000 jobs could be created in the long term.

Edward Townsend  
Industrial Correspondent

June 1985 saw the opening of London's largest superstore.

Tesco Brent Park, Neasden.

A superstore with a sales area of 65,000 sq ft, free parking for over 1,000 cars, a Midland Bank, in-store

pharmacy and Consumer Advisory Kitchen.

Brent Park is our 100th U.K. superstore and represents our continuing commitment to superstore innovation and development.

And it will undoubtedly set the blueprint for the superstores of the future.

Within the next 12 months, we'll be opening 14 new stores while continuing to rationalise and refurbish our smaller stores.

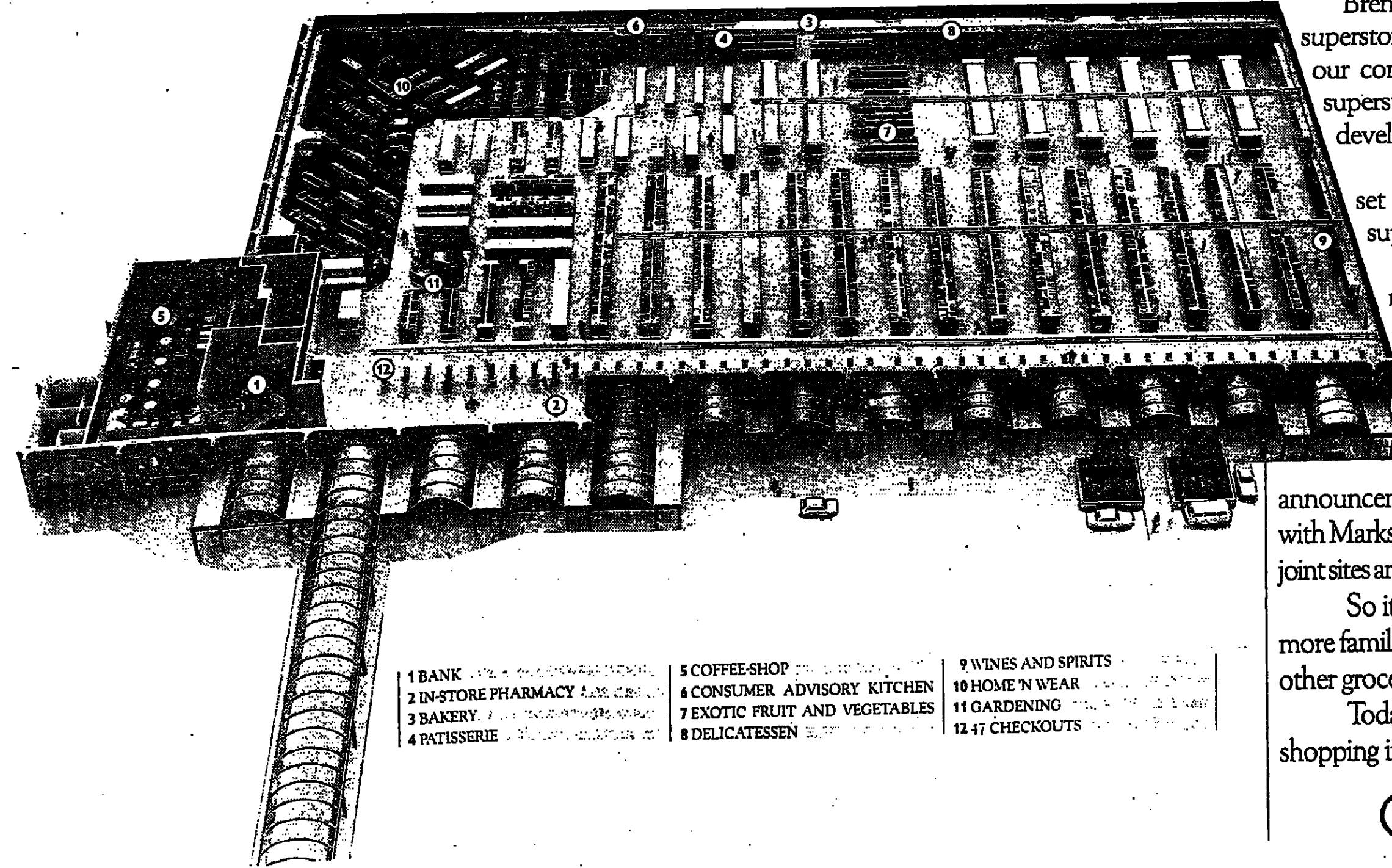
And, following the announcement of our association with Marks and Spencer, a number of joint sites are now under consideration.

So it's hardly surprising that more families shop at Tesco than any other grocery superstore group.

Today's Tesco is leading shopping into the future.

**TESCO**

# TODAY'S TESCO. THE MODEL FOR TOMORROW'S SUPERSTORES.



- |                     |                               |                     |
|---------------------|-------------------------------|---------------------|
| 1 BANK              | 5 COFFEE-SHOP                 | 9 WINES AND SPIRITS |
| 2 IN-STORE PHARMACY | 6 CONSUMER ADVISORY KITCHEN   | 10 HOME 'N' WEAR    |
| 3 BAKERY            | 7 EXOTIC FRUIT AND VEGETABLES | 11 GARDENING        |
| 4 PATISSERIE        | 8 DELICATESSEN                | 12 CHECKOUTS        |



## RETAILING/3

## (SPECIAL REPORT)

## The corner shop cashes in



We aim to be the most fashionable department store group in the country. To always be the first to offer you new fashions, new trends and new ideas as they emerge. The very best brand names and the most fashionable labels. This is our aim. This is the New Lewis's.

**THE NEW Lewis's**

LIVERPOOL · MANCHESTER · BIRMINGHAM · GLASGOW · LEEDS · HANLEY · LEICESTER · BLACKPOOL  
NEWCASTLE-UPON-TYNE (opens November 1985) AND SELFRIDGES (OXFORD).

"Pop across and ask Tony for some milk and while you're there see if he's got any..." This is an almost daily routine in our part of the Home Counties where Tony in his corner shop rescues many a doomed breakfast or dinner.

Tony is Antonio Capozzi, a 38-year-old former electrical maintenance engineer who has been running the corner shop at our crossroads for three years. He is not quite like Ronnie Barker's *Open All Hours* shopkeeper (and as far as I know we don't have a nurse called Gladys Emmanuel in the area) but seven days a week he can be relied upon to have virtually anything you are likely to run out of.

The shop is quite small but, combined with an off licence section, carries a tremendous variety of goods ranging from safety pins and cat litter to tights, fresh fruit and vegetables and delicious locally-baked bread and pastries. He also has a Yugoslavian wine called Tiger Milk but no one's had the courage to try it yet.

Tony's shop stands on one corner of the crossroads and opposite is the newsagent and sub post office but we will soon lose the counter because of Post Office cutbacks. There is also an electrical shop, hairdresser's, Sue Ryder charity shop and a small hardware store that stocks an amazing range of nuts and bolts. Mrs Thatcher's small shopkeepers are flourishing in Berkhamsted.

Alba, Tony's wife, runs the shop when her husband is away collecting supplies from the cash and carry. Their three young daughters also learn their arithmetic by serving and ringing up the till - a family



Tony and Alba Capozzi, top, run a corner shop in Berkhamsted, Hertfordshire - the service is the same as it was in the Victorian all-purpose store, above

concern it most certainly is and that was one of the attractions for Tony when he was made redundant from a paper mill.

He spent a short time working for the Water Board before finding a shop that he could afford and which he thought had potential. He has turned what was a rather dingy corner shop into a bright, lively place that also serves as something of a meeting place for the locals and as the proverbial gossip shop. Tony says that all kinds of people take their problems to him because "it's the only place where no-one will answer them back".

Heavily mortgaged, the long hours produce a narrow profit margin, he says. The shop is open from 8am-7pm six days a week and 10am-1pm on Sundays with around 1,000 customers a week each spending an average £1.50-£2, and Tony is looking forward to the day when the loans will be paid off and there will perhaps be more opportunities for relaxation.

His goods are several pence

more expensive than the supermarkets in the town but there are few complaints from customers who recognise the value of having convenience on their doorstep. The biggest problem Tony and Alba faced when starting the business was getting the pricing right and were forced to reduce their prices until they found the right level.

He says the shop stocks almost as many lines as a supermarket, the difference being that he usually sells only one brand of each commodity instead of the wide variety to be found on supermarket shelves. He continually tries new lines - the latest is smoked haddock - but generally three years' experience has shown up the kind of things customers will buy most often.

Tony says that he suffers, along with other small shopkeepers, for being at the mercy of his suppliers whose main concern is to service the large orders from supermarket chains. He claims that manufacturers sometimes sell below cost

to the supermarkets to ensure continuation of the big orders and then charge the small shopkeeper more to try and make up the shortfall.

With his Italian background, Tony thought that offering a range of continental foods would be popular but found that there were no suppliers prepared to work with him unless he guaranteed regular orders, something he was unable to do. A missed delivery by one of the large frozen food companies can also leave a big hole in his stocks.

Because of the difficulties of getting suppliers to deliver what to them are small quantities, Tony hitches a trailer to the back of his car and collects his own from two cash and carry warehouses in the area. Apart from some soft drinks and the bread and a few other small deliveries he collects all his own goods.

In addition to calling in to buy the things they have forgotten at the supermarket, he believes customers also regard patronising his shop as helping to perpetuate a service for the community. Without Tony it would certainly be difficult for the old folk in the area to bring their shopping up the steep hill from the town.

He went into the business because he had always wanted to be "my own boss. It's better than having to do things that other people tell you even when you know they are wrong." With his family around him at his place of work he is his own boss and proudly runs what he describes as the "forgotten shop" as in "I've forgotten to buy the sugar at the supermarket".

David Felton

Spending is at its highest level but competition is fiercer than ever

## Image and style are the sellers

Retailing has always been a fast-moving and dynamic industry. The retailer who anticipates the changing market succeeds. Those slow to adapt struggle for survival.

Britain's retailers are now enjoying a boom with consumer spending at the highest levels ever achieved. But despite the outwardly healthy trends, retailers are increasingly aware that they are competing with each other in a saturated market.

Although volume sales have climbed steadily since the days of post-war austerity - from £5 billion in 1950 to more than £80 billion this year - the proportion of all consumer spending through shops has fallen by 14 per cent. Finding it difficult to sell more goods, retailers are increasingly selling service, image, and convenience instead.

Thirty years ago convenience meant the availability of practically everything the family might need in the local corner shop or in the High Street. But the common experience of British consumers now is that the decline in the number of small neighbourhood shops has left them less well-placed than their continental neighbours when it comes to buying the small necessities of life like haberdashery or satisfactory fresh foods close to home.

The major shake-up in the High Street has the disconcerting effect for the consumer of frequently closing or changing the friendly local store. Price cutters with limited lines move in where before, perhaps, there was a store of a nationally known chain with a more comprehensive range of goods on offer.

Retailing has seen an unending series of takeovers of traditional High Street names, and the dissolution and restructuring of major groups. In some provincial high streets up to a third of the shops available for retailing (itself a number diminished by the still spreading incursion of non-retailing users such as building society offices) stand empty and disused.

Trading conditions are increasingly competitive and the trend has been away from the High Street to the out-of-town superstore. It is estimated that four-fifths of Britain's population now live within a 15-minute drive of at least two shopping centres.

The original shopping centres, developed in the late 1960s and early 1970s, relied largely on raw convenience for their attraction. They brought large numbers of retailers together under one rather functional roof, with basic car parking nearby.

Many now already need refurbishment or redevelopment, because they failed to

Price competitiveness used to be the order of the day, but now service, quality, atmosphere are all-important. The superstore is the correct way forward with many thousands of different product lines, facilities all on one floor, hundreds of car park spaces on one level?

IAN McLAURIN chairman and chief executive of Tesco

provide pleasant surroundings for browsing and spending.

Statistics of hypermarket and superstore facilities depend somewhat upon whose definitions one adopts, but by most conservative estimates the number has doubled in the past five years. Through the 1980s, though, it is apparent that there has been a decline in the number of new superstores opening, but an increase in their size. The key multiple grocers still have extensive opening programmes planned.

A key factor in superstore development has been planning permissions, which were tardy in coming, especially in the South-east. Sir John Sainsbury, chairman of J. Sainsbury, has been impatient with the planners. He says they should not be deciding who competes with whom or whether the public needs another superstore in their area. It is, he argues, not the public but the trader who loses if a new store is sited where there is no need for it.

Other retailers are competing vigorously to enlist the aid of designers in reshaping other shops. In a recent survey three-quarters of retailers claimed to have adopted a new store design format within the last two years. Half had changed their design within the past 12 months. The

life expectancy of such schemes is plainly low - as little as three years in the case of fashion shops - so what the convenience retailers look for in property design is something that can be easily changed to meet new requirements.

Retailers in Britain have also been slow to grasp the benefits of new computer and electronic technology. They were among the first to use large mainframe computers for central administrative functions such as accounts, sales analysis payroll and forecasting, but held back from heavy investment to computerize their stores.

This, too, is changing. The cost of retail computer technology is said to have fallen by a third in the past three years, and the technologists are looking forward to "explosive growth" for the rest of the decade.

The standardization of computer communications and development of networks specifically designed to make it easier to send computer signals around the country has brought the challenge of setting up electronic communications between head offices and

Catering for the individual rather than a mass. You can specialize by product, lifestyle, pursuit, service or convenience. The specialist is like a surfer looking for ways to ride and getting off his board before he crashes on to the rocks?

RALPH HALPERN chairman and chief executive of the Burton Group

multiple retail outlets within the capacity of even cautious large retail organizations.

Now more and more manufacturers are marking their products with internationally standardized code numbers which can be presented in machine-readable form. Laser-scanning checkouts, still a comparative rarity fitted in only some 300 supermarkets, are expected to become standard in large stores by 1990, when more than 4,500 systems are predicted to be in operation.

By recording sales information when a sale is made head office can see a precise and detailed picture of how the business is running. The benefits include up-to-the-moment stock control, less manual work and more time for staff control and attention to customers, and improved pricing accuracy.

Where previously retailers have concentrated their spending on their distribution centres and transport facilities and to service their new out-of-town sites and larger trading units, the new concern is likely to improve profitability, especially through the large-scale adoption of in-store computing.

But there is a risk that customers will become increasingly bewildered and alienated by future changes. As yet barely an eighth of the public claim ever to have heard of "electronic point of sale system" or "electronic funds transfer". There has been little progress with shopping-from-home systems which, though they should represent the ultimate convenience of armchair shopping, are perceived by consumers as hopelessly unreliable and unfamiliar.

What consumers look for are lower prices and quicker service. Comparatively low on the consumer's shopping list is wider acceptance of credit cards, yet this is perhaps an indication of the folly of taking too much notice of what consumers say they want, rather than what they will speedily accept once it is offered.

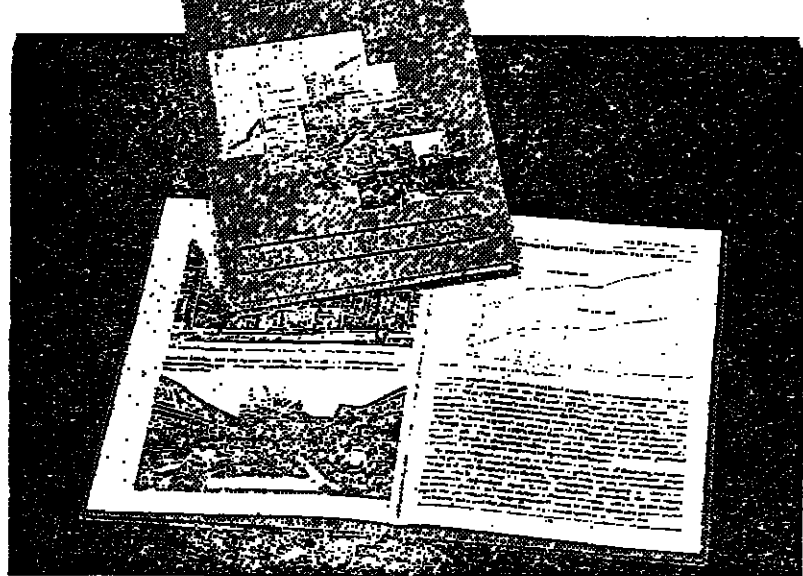
The take-up of Marks & Spencer's new Chargecard has outstripped all expectations. It is the spurt in credit card spending which had defied analysts' predictions of a sluggish summer in the shops this year.

Expectation now is that increasing numbers of big retailers will follow the example of the small A. Goldberg department store group in Glasgow by extending the use of its in-house credit card services to specifically targeted other shops, in competition with Barclaycard and Access.

As small shops are shown to be potentially profitable again, convenience shopping may once more be regenerated as something that people can enjoy close to home, in their own neighbourhood instead of a car-ride away.

Robin Young

# The Retail Revolution



12 in-depth reports on the retail market.  
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## COMMODITIES

The dollar gained ground yesterday, meeting good demand in quiet markets ahead of today's U.S. CNP estimate for the third quarter. It managed to improve despite fear of central bank intervention.

The pound also showed some good gains, particularly on the Continent, though it weakened against the dollar in line with other currencies. Sterling closed with a 35-point fall against the dollar, a 1.4100.

However, in a large part, it showed a rise against the mark, for instance, closing at 3.7827 (3.7617). Operators said short-covering and unwinding of sterling-mark positions took the pound higher and, as a result, the effective trade-weighted index closed with a 0.1 gain, at 80.4.

However, this was off the day's top of 80.6. Britain's relatively high interest rates make the pound look attractive.

### STERLING SPOT AND FORWARD RATES

Markets rates	Market rates	3 months		
sterling's range	October 16	1 month		
New York	\$1.4020-1.4140	1.04-0.41c prem	1.18-1.12c prem	
Montreal	\$1.21-1.41-1.3372	\$1.01-1.3542	0.54-0.44c prem	1.11-1.07c prem
Amsterdam	1.2415-1.2426	1.2426-1.2426	2.4c prem	8.5-8.5c prem
Brussels	78.74-78.757	78.74-78.757	23-10c prem	58-51c prem
Copenhagen	3.7824-3.7824	3.7801-1.7824	1.1c prem	8.5-8.5c prem
Dublin	1.2774-1.2774	1.2774-1.2774	30-15p prem	71-65p prem
Frankfurt	12.62-12.7855m	3.7803-3.7851m	1.1c prem	6.5-6.5c prem
London	2.824-2.834-2.824	2.824-2.834-2.824	25-15p prem	10-10m 100p disc
Lyons	2.824-2.824-2.824	2.824-2.824-2.824	3-7r disc	9.5-9.5c prem
Milan	25.96-26.2523 3/11	25.96-26.2523 3/11	2-3r disc	2-3r disc
Osaka	11.2201-11.2206	11.2274-11.2274	2-2c prem	5-1/2c prem
Paris	1.2415-1.2426	1.2415-1.2426	2-2c prem	7-7c prem
Stockholm	11.2285-11.2285	11.2285-11.2285	1-1/2p prem	4-3/4p prem
Tokyo	30.86-30.2052	30.86-30.2052	14-13 1/2p prem	41-37 1/2p prem
Zurich	26.47-26.47-26.47	26.47-26.47-26.47	2-1/2c prem	41-37 1/2p prem
	3.0049-3.1033	3.1030-3.1033		

sterling index compared with 1975 was 104 at 80.4 (day's range 80.3-80.5).

### OTHER STERLING RATES

Argentina austral	1.1280-1.1300
Australia dollar	0.0127-0.0171
Bahrain dinar	2.820-0.3545
Brazil cruzeiro	1.1825-1.1927 m
Cyprus pound	0.0750-0.8020
Denmark kroner	2.824-2.824-1.150
Greece drachina	2.825-2.825
Hong Kong dollar	10.9800-11.0005
India rupee	0.01618-0.01618
Irish drim	2.4656-3.474
Kuwait dinar (KQ)	0.041-0.041
Malaysia dollar	0.454-0.5810
Mexican peso	2.824-2.824-2.824
New Zealand dollar	1.1280-1.1300
Singapore dollar	1.1280-1.1300
Singapore dollar	1.1280-1.1300
South African rand	1.1280-1.1300
United Arab Emirates dirham	1.1280-1.1300

### DOLLAR SPOT RATES

Ireland	1.1280-1.1280
Singapore	2.130-2.140
Swiss franc	2.492-2.4820
Australia	0.800-0.800
Canada	0.720-0.720
Norway	8.0225-8.0325
Denmark	8.000-8.000
West Germany	5.7200-5.7200
Switzerland	2.8280-2.8280
France	1.1280-1.1280
Denmark	2.8280-2.8280
France	8.1700-8.1800
Spain	217.10-217.15
Japan	1997-2000
Belgium (Kong)	54.17-54.22
Hong Kong	10.98-10.97
Hong Kong	10.98-10.97
Spain	162.78-162.80
Spain	162.78-162.80

Rates supplied by Barclays Bank HOFKAP and Exel. \*Lloyds Bank International.

### TRUSTS

Trust	Chg	Yld	P/E	1988 High/Low	Price	Chg	Yld	P/E	
	%	%				%	%		
12	-14.1	8.0	30	78	City of Lond Ind	93	+5.1	5.8	80
13	-14.1	8.0	135	137	Trd & Gen	149	+1.0	1.0	34
14	-14.1	8.0	111	79	Beaut Res	149	+1.0	1.0	34
15	-14.1	8.0	111	79	Trd & Gen	149	+1.0	1.0	34
16	-14.1	8.0	111	79	Trd & Gen	149	+1.0	1.0	34
17	-14.1	8.0	111	79	Trd & Gen	149	+1.0	1.0	34
18	-14.1	8.0	111	79	Trd & Gen	149	+1.0	1.0	34
19	-14.1	8.0	111	79	Trd & Gen	149	+1.0	1.0	34
20	-14.1	8.0	111	79	Trd & Gen	149	+1.0	1.0	34
21	-14.1	8.0	111	79	Trd & Gen	1			

72	●	..	8.8b	4.8	..	127 1/2	111	Temple Bar	127 1/2	..	7.5	5.8	..
73	●	..	3.1	3.8	..								
74	●	..	6.1	8.1	..	250	211	Throgmorton	235	-1	10.7b	4.8	..

5	..	+½	5.4b	3.6	..	298	242	Trans Security Corp	..	..	4.9b	3.3	..
6	..	+1	3.4b	2.4	..	167	137	Treco Cosmetc	..	..	..	..	..
7	..	+½	7.7	6.4	..	120	105	Tribune	107	-1	3.3	3.1	..
8	..	..	2.0	1.7	..	..	..	..	..	..	..	..	..
9	..	+1	6.4b	5.0	..	82*	74	Triplvest Inc	78*	●	14.7	13.2	..
10	..	+1	3.7	2.0	..	216	198	US Debenture	204	-1	9.2b	4.5	..
11	..	..	7.5b	2.7	..	82	62	Viking Resources	63*	..	1.6	2.8	..
12	..	..	20.4	5.5	..	86	81	Weetpool	85	●	2.2	2.8	..
13	..	..	..	..	..	110	84	Winbrooks Energy	87	..	1.5b	1.1	..

9	0.5	0.7	139	139	Wheat	181	+1	3.9	2.8	..
8	0.7	4.2	284	258	Yeoman	277	..	13.8b	4.9	..
7	3.8b	8.2	..	..	..	..	..	..	..	..
6	1.4b	0.3	..	..	..	..	..	..	..	..

		FINANCIAL TRUSTS					
•	4.8	1.8					
•	7.0	4.8					
•	10.7	4.4					
•	14.1	4.8					
•	7.9	3.8					
•	1	4.3					
•	6.3	6.7					
•	10.7	4.4					
•	7.0	4.8					
•	14.1	4.8					
•	6.8	4.8					
•	4.9	2.7					
•	7.0	4.8					
•	6.4	3.3					
•	10.7	4.8					
•	14.1	4.8					
•	7.9	3.8					
•	1	4.3					
•	6.3	6.7					
•	10.7	4.4					
•	7.0	4.8					
•	14.1	4.8					
•	6.8	4.8					
•	4.9	2.7					
•	7.0	4.8					
•	6.4	3.3					
•	10.7	4.8					
•	14.1	4.8					
•	7.9	3.8					
•	1	4.3					
•	6.3	6.7					
•	10.7	4.4					
•	7.0	4.8					
•	14.1	4.8					
•	6.8	4.8					
•	4.9	2.7					
•	7.0	4.8					
•	6.4	3.3					
•	10.7	4.8					
•	14.1	4.8					
•	7.9	3.8					
•	1	4.3					
•	6.3	6.7					
•	10.7	4.4					
•	7.0	4.8					
•	14.1	4.8					
•	6.8	4.8					
•	4.9	2.7					
•	7.0	4.8					
•	6.4	3.3					
•	10.7	4.8					
•	14.1	4.8					
•	7.9	3.8					
•	1	4.3					
•	6.3	6.7					
•	10.7	4.4					
•	7.0	4.8					
•	14.1	4.8					
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•	4.9	2.7					
•	7.0	4.8					
•	6.4	3.3					
•	10.7	4.8					
•	14.1	4.8					
•	7.9	3.8					
•	1	4.3					
•	6.3	6.7					
•	10.7	4.4					
•	7.0	4.8					
•	14.1	4.8					
•	6.8	4.8					

120	90	GRAND TOTALS	120	-4	0.0	5.0	10.1
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	Ind	Offtr	Chng	Ytd		Ind	Offtr	Chng	Ytd
<b>GLOBAL UNDERSECTOR TRUST MANAGERS</b>									
PIMCO Funds, San Francisco, Calif. (CR 10A)									
<b>US\$78B15</b>									
Government	94.4	68.6	-0.3	1.15	Do Account	118.7	117.2	-0.2	0.17
Corporate	154.4	153.8	+0.1	3.10	Int'l	231.1	230.6	-0.2	2.08
Gov't Income	58.3	58.2	-0.1	0.98	Do Account	263.3	261.0	-0.2	2.08
Corp Income	96.1	95.6	-0.1	0.98	Int'l	263.3	261.0	-0.2	2.08
Gov't Income	58.3	58.2	-0.1	0.98	Do Account	19.9	19.8	-0.1	2.24
Corp Income	37.8	37.4	-0.1	0.98	Int'l	19.9	19.8	-0.1	2.24
Gov't Income	58.3	58.2	-0.1	0.98	Do Account	43.9	44.1	+0.1	-2.15
Corp Income	37.8	37.4	-0.1	1.26	Int'l	43.9	44.1	+0.1	-2.15
<b>US\$1.6B16</b>									
Target: Houston, Texas (CR 10A)									
<b>US\$54B14</b>									
Government	83.1	67.3	+0.1	1.62	Do Account	32.3	34.4	+0.4	0.10
Corporate	99.2	94.4	+0.1	2.24	Int'l	32.3	34.4	+0.4	0.10
Gov't Income	47.4	50.8	-0.2	1.26	Do Account	27.2	28.9	+0.1	2.21
Corp Income	51.8	43.6	-0.1	1.26	Int'l	27.2	28.9	+0.1	2.21
Gov't Income	47.4	50.8	-0.2	1.26	Do Account	103.0	110.8	+0.6	2.21
Corp Income	51.8	43.6	-0.1	1.26	Int'l	103.0	110.8	+0.6	2.21
Gov't Income	47.4	50.8	-0.2	1.26	Do Account	22.8	22.9	-0.1	2.25
Corp Income	51.8	43.6	-0.1	1.26	Int'l	22.8	22.9	-0.1	2.25
Gov't Income	47.4	50.8	-0.2	1.26	Do Account	20.8	20.1	-0.1	2.25
Corp Income	51.8	43.6	-0.1	1.26	Int'l	20.8	20.1	-0.1	2.25
Gov't Income	47.4	50.8	-0.2	1.26	Do Account	101.9	106.7	+0.1	1.27
Corp Income	51.8	43.6	-0.1	1.26	Int'l	101.9	106.7	+0.1	1.27
Gov't Income	47.4	50.8	-0.2	1.26	Do Account	16.2	16.1	-0.1	2.81
Corp Income	51.8	43.6	-0.1	1.26	Int'l	16.2	16.1	-0.1	2.81
Gov't Income	47.4	50.8	-0.2	1.26	Do Account	64.2	62.9	-0.2	2.89
Corp Income	51.8	43.6	-0.1	1.26	Int'l	64.2	62.9	-0.2	2.89

& FI Inc	51.5	54.4	●	11.39	Japan	50.0	53.3	-1.1	0.10	
Do Growth	75.2	78.0	●	3.28	Malay & Singapore	22.6	24.1	..	0.94	
th Return Units	141.5	151.4	●	+0.4	5.85	Pacific Inc	64.0	68.4	-1.0	0.40
					On Statement	39.4	40.4	..	1.00	

[illegible]

Account	287	317.8	-0.2	4.28	0245 51851			
Account	132.4	141.6	+0.1	5.88	Colson Inc (S)	354.3	371.7	.. 4.27
Account	284.7	304.4	+0.3	5.88	Do Account (S)	824.3	820.0	.. 4.27

[illegible]

Company	Assets	Income	Expenses	Net Income	Assets	Income	Expenses	Net Income
Do Accum	182.7	194.6	..	3.78	182.7	194.6	..	3.78
Inc Growth	58.3	53.2	+0.3	1.20	58.3	53.2	+0.3	1.20
Do Accum	81.3	85.3	+0.3	1.20	81.3	85.3	+0.3	1.20

[illegible]

Per Unit	198.7	210.9	-0.8	3.42	Financial Resources	41.5	44.1	-0.4	1.50
Accum Units	215.5	231.0	-0.8	3.42	Income Trust	54.2	59.1	-0.1	3.10
					Japan Growth	64.7	69.5	+0.1	8.90
					Special			-1.4	0.20

[illegible]

Accounts	98.7	105.0	+6.3 6.3%	12th day of month, (31) 31st of month
and Unit Inc.	122.0	130.7	+8.7 7.1%	17th 13th day of month, (32) 20th of month.
Accounts	188.0	211.7	+23.7 12.6%	1st day of February, May, August, November (34) 1st of month.

[illegible]



STOCK MARKET REPORTS

# Blue chips takeover talk helps index to new height

By Derek Pain and Pam Spooner

Equities were again in exhilarating form yesterday with the FT-30 share index achieving another peak.

But trading was not particularly heavy and there was no stampede to buy. Occasional activity by institutional investors and some encouraging trading statements helped the market shrug off a cautious start.

Hawker Siddeley, the engineering group, had much to do with the advance. Ten per cent profits growth and a sharp dividend increase at the interim stage sent the shares, a constituent of the FT-30 share index, up 26p to 407p.

However, much of the progress was in response to takeover talk with the blue chips of the FT-30 index attracting particular attention.

With the more broadly based and therefore more representative FT-SE share index lagging behind its more widely known rival, there are signs that the market as a whole is at best edging higher with takeover froth forcing the FT-30 share index sharply ahead.

Hopes that interest rates will soon be cut are, however, only just below the surface and the

Confidence was high at DRG last night. The £33.4 million rights issue was reckoned to have been completed comfortably, putting the stationery and packaging group in a strong position to make the planned acquisitions. City approval of the shares was also apparent, the price up another 3p to 206p, well ahead of the 165p rights price.

market has adjusted to the stronger pound. The lack of any serious industrial unrest is another uplifting factor.

The FT-30 index finished 11 points higher at 1,035.9 points. Its previous peak, set on Monday, was 1,028.8 points. The FT-SE share index was 5.3 points better - it had spent the morning trading session on the downside - at 1,326.2 points.

Among leaders higher were Lucas Industries, which jumped 20p to 435p as he market awaited takeover developments. Allied-Lyons rose 6p to 276p after strong buying from one quarter, believed to be the company's broker, Cazenove & Co. Elders IXL, the Australian firm, is expected to declare its bid intentions on Monday.

Other leaders to progress

included Distillers and Grand Metropolitan. Plessey rose 4p to 138p on suggestions that it had secured the multi-billion dollar American Pharmigam defence contract.

But British Telecom remained dull on the Ofel price warning although many in the City believe it will be given Monopolies Commission clearance to press ahead with its Mtel acquisition.

Royal Bank of Scotland slipped 10p to 276p. Lloyds

Two of Britain's leading breweries have traded shares in Boddingtons' Breweries, the Manchester group. Whitbread has lifted its shareholding to just under 22 per cent, buying 2.1 million shares from the Bass brewing group. Bass acquired its "Boddies" interest when the Manchester group took over Higson's Brewery of Liverpool in the summer. Bass held about 12 per cent of Higson's capital. Whitbread has held a substantial interest in Boddingtons since the 1960s and is attempting to recover the dilution created by the Higson's deal.

Bank has, after all, sold enough shares - just over 14 million - to comply with the government requirement that it should cut its shareholding to 16.4 per cent. Lloyds gained 2p to 429p.

Hoare Govett, the broker, did the RBS business and was also instrumental in selling 25.5 per cent of Kenning Motor Group, the garage chain which is a leading BL dealer. The shares were unloaded by the Kuwait Investment Office which, some say, picked up the RBS shares.

Identity of the KMG buyer has not yet been revealed, but the market is convinced it is Mr Tom Brierley, the New Zealand born entrepreneur operating from Australia.

Mr Brierley has substantial interests in Britain including a controlling shareholding stake in Tozer Kemsley & Millbourn (Holdings) which has extensive garage interests. KMG shares jumped 20p to 50p on expectations that TKM will bid for the rest of the capital.

Hoare also handled one million British Aerospace shares and nearly as many British & Commonwealth, the

shipping group BAE was down 12p at 441p with the company's warning that foreign shareholdings were getting near the 15 per cent level permitted by the articles of association worrying some investors. B&C was unchanged at 310p.

Share prices in the stores sector were on the move on a mixture of takeover reports and trading hopes. Superdrug is thought to be target for US-based bidders and the shares rose 20p to 468p.

Although present year figures are unlikely to be particularly strong - say £30 million - next year could see profits of about £130 million given the expected North American upturn and GA's strong transatlantic position.

Mr Hodges is not producing figures at this stage but believes GA could exhibit the greatest growth of any UK composite over the 1985/87 period.

GA shares are at present more slowly rising against the sector than ever before and should be bought, he says.

Woolworths Holdings was another to advance after analyst attention. A presentation of the group's new store concepts

Shares in Bairstow Eves, the estate agent, received a lift yesterday from City talk of a takeover. Lloyds Bank, which has a chain of property values and agents, and Hambros Bank are suggested as bidders. Bairstow shares were up 5p at 110p.

produced a string of buy recommendations and the shares responded with a 13p gain to 518p, a new peak.

Avana Foods saw its share price shiver after a mix up about its report and accounts. Copies did not reach the Stock Exchange as they should have done some weeks ago and extra ones filtered through yesterday.

Their sudden reappearance reminded the market of this summer's disappointing profits news and the share price dipped to 568p.

By the close the price was back at 577p, but still 5p down on the day. Avana has seen a peak of 679p this year.

On the industrial pitches, Spar & Jackson rose 7p to 42p as the company strongly advised shareholders to leave alone the bid offer from James Neill Holdings.

There was little significant business elsewhere, and few sizeable price changes on options.

Investors expect strong upward movement for the shares as the re-rating of insurance continues and takeover hopes for CU revive.

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## Traded option highlights

Commercial Union was the big feature in a quiet traded options market yesterday. Out of a total volume of 7,657 contracts CU accounted for 1,401 contracts traded. Most of those were calls, reflecting the general City speculation about the direction of the CU share price.

Investors expect strong upward movement for the shares as the re-rating of insurance continues and takeover hopes for CU revive.

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## COMPANY NEWS

### Duport interim profits jump

Pretax profits of Duport, which is based in Tipston, West Midlands, climbed by 61 per cent to £2.1 million in the half-year to July 31. This was achieved in spite of turnover falling by 9 per cent to £29.93 million.

The board explains that the improvement derives not only from the elimination of losses at Grovedown and New Garter Foundry, but also to improving trends in other parts of the group. This improvement has continued in the second half.

The interim dividend is being more than doubled - from 0.33p to 0.6p - but this is to reduce the disparity between payments. It will be paid on December 2.

**BARR AND WALLACE ARNOLD TRUST:** The company has acquired the property, fixed assets and trading stocks of Gladstone Garage (York), which will now trade as an Audi and Volkswagen dealership, for £468,000 cash.

**SMITH, ST AUBYN:** The company made a loss in the quarter to June 30, but a profit in the quarter to Sept 30. The result is a small loss for the half-year. Since Sept 30, a small profit has been made. An interim dividend of 0.3p (1.5p) is being paid.

**CARR BOYD MINERALS:** The company is to float off its subsidiary Australian Ores and

Minerals, to accelerate the growth, development and "specialized" exploration activities of the group's airborne resource scanning systems.

**FARNELL ELECTRONICS:** The company has bought 60 per cent of the issued capital of Eurotec Optical Films. The consideration was 666,667 ordinary shares. Arrangements have been made for the placing of these shares at 162p, to yield £1.08 million.

**JENNERS:** For the half-year to July 31 with figures in £000, turnover (excluding VAT) was 8,195 (6,840), while the trading profit was 347 (107). An interim dividend of 10p (8p) is being paid on November 30.

**SPIRAX-SARGO ENGINEERING:** For the half-year to June 30, with figures in £000, turnover was 39,831 (37,367), while the pretax profit was 6,504 (5,823). Earnings per share were 5.4p (5.3p). An interim dividend of 1.5p (1.33p) is being paid on Dec 6.

**UNITED PARCELS:** For the half-year to July 27, with figures in £000, turnover was 44,122 (31,126), while the pretax profit was 3,247 (3,531). Earnings per share were 3.4p (3.3p). An interim dividend of 0.9p (0.8p) is being paid on Nov. 21.

**ELSCO HOLDINGS:** For the half-year to June 30, with figures in £000, turnover was 25,644 (19,687), while the pretax profit was 2,203 (1,755).

Earnings per share, 9.9p (9.3p). A final dividend of 2.7p (2.5p) is being paid on Jan. 3, making a total of 3.7p (3.5p).

**AIR CALL:** For the half-year to June 30, with figures in £000, turnover was 19,262 (14,998), while the pretax profit was 238 (633). Earnings per share were 2.36p (0.97p). An interim dividend of 1.85p (1.85p) is being paid on Nov 29.

**HOUSE OF LEROSE:** For the half-year to June 30, with figures in £000, turnover was 9,218 (9,548), while the pretax profit was 312 (225). Earnings per share were 2.9p (2.5p). An interim dividend of 3p (3p) is being paid on Dec 6.

**MUNICIPAL PROPERTIES:** For the half-year to June 30, with figures in £000, rents received were 221 (240), while the pretax revenue was 190 (151).

**HELIX OF LONDON:** For the half-year to June 30, with figures in £000, turnover was 10,254 (8,561), while the pretax profit was 624 (382). Earnings per share were 1.1p (0.7p). An interim dividend of 0.5p (0.37p) is being paid on Dec 31.

**CARLTON INDUSTRIES:** For the half-year to June 30, with figures in £000, turnover was 65,281 (65,011), while the pretax profit was 6,682 (5,853). Earnings per share were 12.9p (13p). Carlton is a subsidiary of Hawker Siddeley.

**INVERGORDON DISTILLERS (Holdings):** A subsidiary, is to acquire the Scotch whisky interests of Scottish & Newcastle Breweries for about 3.4 million new shares in Invergordon and £13.5 million in cash.

## APPOINTMENTS

### ICI Japan president is named

ICI: Dr William F. Madden is to be president of ICI Japan. He will take over as president from Dr Stanley A. Ridgwell on January 1, 1987. Dr William A. Madden is to become chief executive of Coopers Animal Health on January 1, 1986 and Mr Peter W. Cunliffe will join the Coopers board on that date.

Park Royal Enterprise Trust: Mr Aasel Harris becomes chairman. He succeeds Mr R. L. T. Jones.

Rediffusion: Mr Cranley Onslow MP has been appointed a director of Rediffusion and of the subsidiary, Rediffusion Radio Systems.

Manchester Chamber of Commerce and Industry: Mr Simon Sperry is to become chief executive.

Control Risks: Mr Roy Mills joins the board.

Powell Duffryn Wagon Co: Mr John C. Dymock and Mr David Hughes have joined the board as works director and engineering director respectively.

Association of Pensioner Trustees: Mr David Johnson has been appointed chairman.

TA Group: Mr Geoff Barbour has been made managing director of TA Communications, a new company.

Glaxo Pharmaceuticals: Mr John V. Burke is to become managing director. He succeeds Mr Bernard D. Taylor, who remains as chairman and will become chief executive of Glaxo Holdings in February.

NFC Property Group: Mr John Emery becomes director of Estates (South) and Mr John Howell, director of Estates (North).

Market Assessment Publications: Mr Woolf van Silver has been appointed marketing director.

RECENT ISSUES

A.M.S. Industries 5p Ord (95) 97-2  
Aberdeen Ship 5p Ord (67a) 73  
Anglo United Der (34) 34  
Bentley 10p Ord (181) 21 paid 128-2  
C.C.A. Galleries 10p Ord (80a) 100  
Colson 5p Ord (100) 100  
Control Risks 10p Ord (70) 76  
Control Risks 10p Ord (113) 131  
Cosmar Products 10p Ord (125a) 125  
Crested 10p Ord (100) 100  
Dea Park 10p Ord (51a) 51  
Electronic Data 5p Ord (75a) 75  
Fidelity 10p Ord (100) 100  
InfraRed 10p Ord (94) 94  
Isac (Jack L) 4p Ord (25a) 25  
Jed 10p Ord (100) 100  
Kewell Systems 5p Ord (79a) 79  
Lawson 5p Ord (111a) 111  
Lynxair 10p Ord (65a) 65  
Nax Home Loans 75p Ord Party 47  
Quand 10p Ord (18a) 175-5  
Radio 5p Ord (60a) 60  
St Yves Group 10p Ord (330p) 403-3

Rights issues  
Bosch 55p Nil paid 11 prem-3  
Emmer 10p Nil paid 100  
Issue price in parentheses, a United Securities, by order.

## M & S may buy stake in retail development

By Judith Huntley  
Commercial Property Correspondent

Marks and Spencer, Britain's largest retailer, is considering taking an equity stake in the out-of-town development being undertaken by the Prudential Assurance Company at Cribbs Causeway in Bristol, Marks and Spencer and the Prudential are preparing detailed plans for phase two of the 650,000 sq ft retail park, which will include a 150,000 sq ft Marks and Spencer store.

If the retailer decides to participate financially in the development, it will be an innovative move because it normally buys its own freeholds or leases space in schemes. The size of the equity stake being considered is not known.

Marks and Spencer's first out-of-town store is to be at the Metrocentre in Gateshead, Tyne and Wear, being developed by Cameron Hall Developments and financed by the Church Commissioners and Royal Scot Leasing. The decision to go to Cribbs Causeway followed soon after and more out-of-town schemes are planned.

Marks and Spencer is also embarking on a £500 million expansion and refurbishment programme with almost £30 million being spent on extending and improving the store at Macclesfield on Oxford Street in London.

Commercial Property, page 25

## Top profit earners in advertising

By Derek Harris  
Industrial Editor

Saatchi & Saatchi, Ogilvy & Mather and J. Walter Thompson (UK) are for the second successive year rated as the top three profit earners among advertising agencies, according to the second annual survey by Spicer and Pegler.

CDP International, which showed the biggest operating profit growth, moved up from 16th to fourth place, with a 293 per cent increase.

Hedger Mitchell Stark & Partners (253 per cent) was the second fastest growing agency. Edman Communications, Connell May & Stevenson and Yellowhammer came close to 200 per cent.

The survey, covering the 50 biggest agencies, is based on accounting periods between December, 1983 and November, 1984. Some have since filed more recent accounts. Additionally, Saatchi's dominant position as the biggest profit-earner is overstated, the survey points out.

Advertising Agencies' Profitability: Second Annual Survey. Spicer and Pegler, Friary Court, 65 Crutched Friars, London EC3N 2NP (E45).

## Market delighted with Hawker improvement

The market let out an audible sigh of relief yesterday on seeing Hawker Siddeley's results. Dealers were expecting unchanged interim profits.

When they saw a £5.4 million increase to £71.5 million before tax they promptly added 26p to the share price, taking it to 407p.

Though better than expected, the performance was still less than inspiring. Almost half the profit improvement reflected a partial resumption of orders from the National Coal Board, after the miners' return to work. The rest was from currency movements and higher interest payments from the growing cash pile.

The trading picture was mixed, with a downturn in diesel engines offsetting progress elsewhere. The electrical division once again seems to have made good progress in motors and contracting.

With the diesel business now recovering, the company is promising a better second half. Orders are up by more than 10 per cent since the start of the year. And by switching to average exchange rates as it has, Hawker should be less vulnerable to exchange rate movements.

Without this accounting change profits would have been £2 million lower in the first half.

For the full year the company should have no difficulty making £155 million, with some estimates much higher. On the most conservative assumptions the shares are trading at nine times earnings; they yield 4.3 per cent. This rating has now probably caught up with events. The company is unlikely to put up an above growth rate, unless its new friendly approach to the city heralds more aggressive trading.

The group does, however, have a number of promising businesses. In particular it stands to gain significantly if the aerospace industry stages a recovery, as this area accounts for £200 million of group turnover. In June Hawker bought an Australian aerospace supplier and more acquisitions could follow.

For the moment it looks as if any acquisitions will be small and select, with most of the growth coming from capital spending on existing businesses. After failing to acquire J. H. Fenner last year Hawker may not be too keen on contested takeovers of quoted companies. Yet, until it spends some of its £111 million-plus cash pile, the shares are unlikely to be substantially re-rated.

BHS

Every so often British Home Stores flexes its muscles, abandons cheap acrylic sweaters and attempts to challenge Marks and Spencer. Valiant

though the attempts, the results have usually failed, in the end, to justify the optimism that BHS's efforts perennially generate.

The company is engaged in yet another assault on the massive middle ground of high street shopping. This appears to be the plan for BHS sales virtually standing still in the six months to mid-September while other retailers are happily ringing up impressive increases.

In fact, BHS turnover was up by 7.4 per cent, from £243 million to £261 million but, stripping out 3 per cent to account for increased floorspace and inflation running at just over 4 per cent, the picture is less than jolly. Retail sales generally have been running about 9 per cent up on last year, before inflation.

Mr Denis Cassidy, chief executive, can see beyond the bare figures to the inevitable bright horizon. He explains that the stores have been moving from low margin volume to concentrate on selling more profitable lines. Women's outerwear and men's sweaters scored a big success with customers, and the full year figures should make this new orientation much clearer, he says.

The market wants to believe that BHS can vanquish the opposition this time, or at least provide it with decent competition, so it chose to gloss over the sales figures and look at BHS profits. Pretax, these were up from £15 million to £17.5 million, an increase of 16.9 per cent, the company boasted, and sufficient to improve the share price from 300p to 310p.

Although the company has been working hard on cutting costs and improving margins, the profits growth was not quite as impressive as that. There was a rise of £950,000 in property profits, which Mr Cassidy felt it fair to take above the line, offsetting them against opening costs for BHS's expansion plan.

There may be more property profits to come in the second half, which should help BHS reach the £70 million analysts are almost unanimously predicting. The future beyond that, however, is still uncertain.

By the end of this year about 42 per cent of BHS floorspace will be trading in its new livery, with the benefit of not one but three firms of consultants. There is not yet convincing evidence that the recipe is right. Certainly in its notoriously difficult food department, BHS is still struggling to find the magic ingredients.

At this level the shares are trading at a small discount to the stores sector and, with a 14 per cent increase in dividend, they have superficial attractions.

The greatest of these is the

## TEMPUS

### Market delighted with Hawker improvement

though the attempts, the results have usually failed, in the end, to justify the optimism that BHS's efforts perennially generate.

The company is engaged in yet another assault on the massive middle ground of high street shopping. This appears to be the plan for BHS sales virtually standing still in the six months to mid-September while other retailers are happily ringing up impressive increases.

In fact, BHS turnover was up by 7.4 per cent, from £243 million to £261 million but, stripping out 3 per cent to account for increased floorspace and inflation running at just over 4 per cent, the picture is less than jolly. Retail sales generally have been running about 9 per cent up on last year, before inflation.

Mr Denis Cassidy, chief executive, can see beyond the bare figures to the inevitable bright horizon. He explains that the stores have been moving from low margin volume to concentrate on selling more profitable lines. Women's outerwear and men's sweaters scored a big success with customers, and the full year figures should make this new orientation much clearer, he says.

The market wants to believe that BHS can vanquish the opposition this time, or at least provide it with decent competition, so it chose to gloss over the sales figures and look at BHS profits. Pretax, these were up from £15 million to £17.5 million, an increase of 16.9 per cent, the company boasted, and sufficient to improve the share price from 300p to 310p.

Although the company has been working hard on cutting costs and improving margins, the profits growth was not quite as impressive as that. There was a rise of £950,000 in property profits, which Mr Cassidy felt it fair to take above the line, offsetting them against opening costs for BHS's expansion plan.

There may be more property profits to come in the second half, which should help BHS reach the £70 million analysts are almost unanimously predicting. The future beyond that, however, is still uncertain.

By the end of this year about 42 per cent of BHS floorspace will be trading in its new livery, with the benefit of not one but three firms of consultants. There is not yet convincing evidence that the recipe is right. Certainly in its notoriously difficult food department, BHS is still struggling to find the magic ingredients.

At this level the shares are trading at a small discount to the stores sector and, with a 14 per cent increase in dividend, they have superficial attractions.

The greatest of these is the

speculation that Sir Terence Conran, again ready to snap up another slice of the high street, is looking at BHS. With his highly rated paper, it would not be a desperately expensive acquisition. But that is too much of a long shot to justify an investment.

Bejam

The chips were down for Bejam in 1984-85. After the increases of the previous year, the selling price of frozen chips fell and was largely responsible for the company's achieving overall food price increases of just 2 per cent in the year to June 29.

At a time when Bejam's overheads were rising at around 6 per cent, profits had to feel the bite. In the final analysis the company coped well with the difficulty and pretax profits increased to £19.2 million from £15.7 million. The figure was well in line with City estimates but Bejam's progress now seems so sure and steady that much of the excitement has gone out of the stock.

Volume growth was 5.5 per cent while such gains are achieved Bejam will continue to prosper. The company also has an aggressive store opening programme.

new space accounted for 5.5 per cent of the sales increase in 1984-85, and 12 new stores are scheduled for opening before Christmas.

However, this year's performance will still be influenced by price inflation. Bejam expects that there will be an improvement in the price of frozen chips and has expected this to be reflected in the price of frozen chips and has been proved wrong.

If the improvement does not come then the company may well see some erosion in its gross margin. This was held in 1984-85 largely by keeping fixed costs under tight control. As volume and the number of stores increase this will not be so easy to do in the present year. A further improvement in net margins, up from 5.1 per cent to 5.9 per cent, will then become much more difficult to achieve.

Bejam's cause has not been helped by a less than brilliant start to the year. As one of the country's largest ice cream retailers, selling perhaps £30 million worth a year, the poor summer has hit Bejam hard. The overall effect is not shattering but could be sufficient to depress the first half's performance.

The impact on stock market sentiment has already been felt and there is muted talk of profiting on shares which have had a good run recently. They close down 3p at 182p yesterday and there is little obvious reason why they should get much short term excitement. Better buying opportunities will arise in the New Year.

## NEW INTEREST RATES

House Mortgage Rate  
Midland Bank announces that, with effect from Friday 1st November 1985 its House Mortgage Rate will decrease by 0.5% to 13.00% per annum. APR 13.7%.

**Midland Bank**  
Midland Bank plc, 27 Poultry, London EC2P 2BX

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**NatWest International**

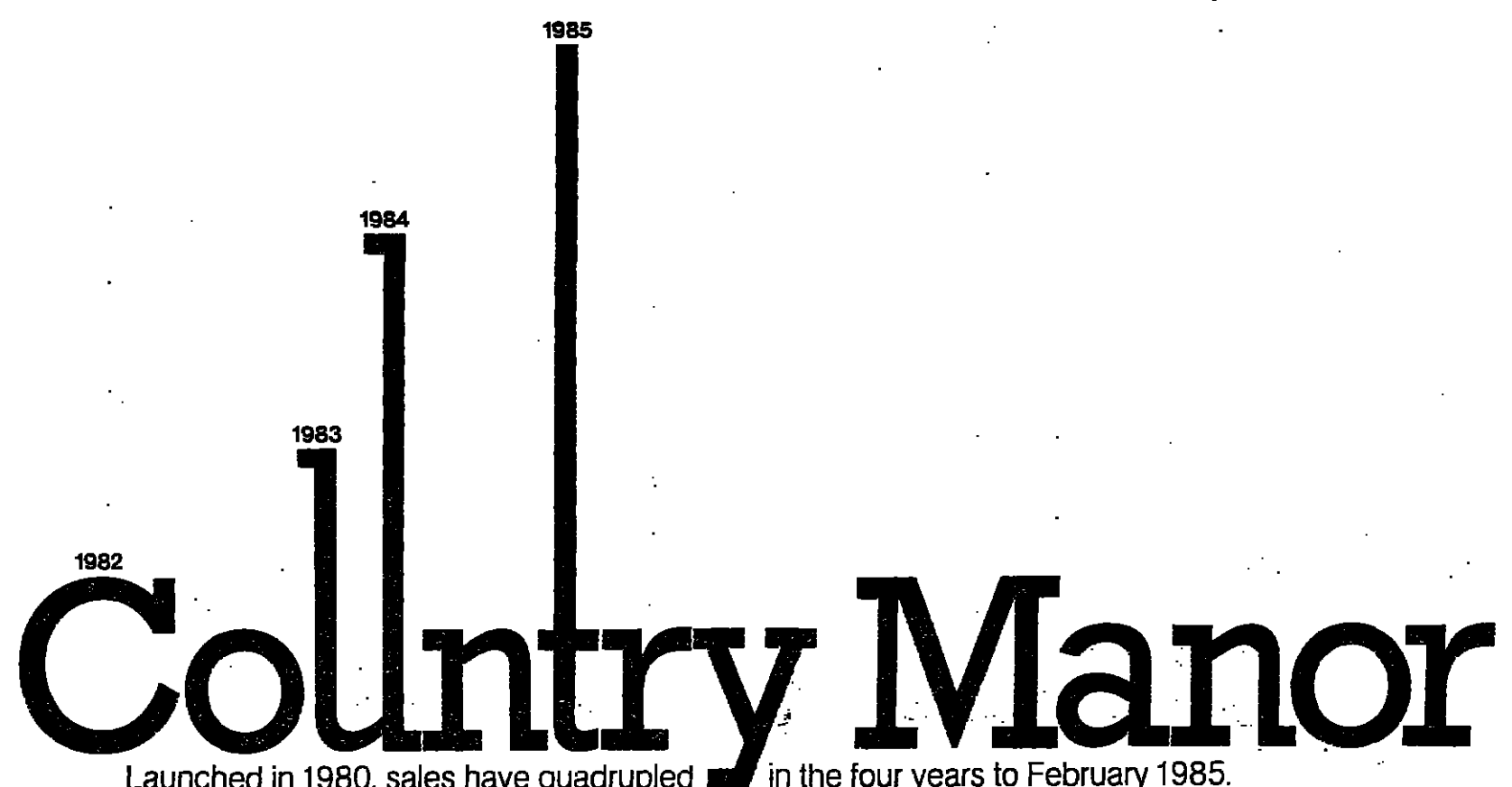
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	Closing Prices
4 5 Industries 5p Ord (95)	97-2
Aberdeen Ship 5p Ord (67a)	73
Anglo United Der (34)	34
Bentley 10p Ord (181) 21 paid	128-2
C.C.A. Galleries 10p Ord (80a)	100
Colson Cos Com \$50.01 (90a)	100
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# Gaymer's Olde English

Sales of our keg cider have nearly quadrupled in the four years to December 1984.



Launched in 1980, sales have quadrupled in the four years to February 1985.



Launched 16 months ago, it is the fastest growing major brand of lager in Britain.



Exports to Canada have tripled in value in the five years to February 1985.



# Grants of St James's

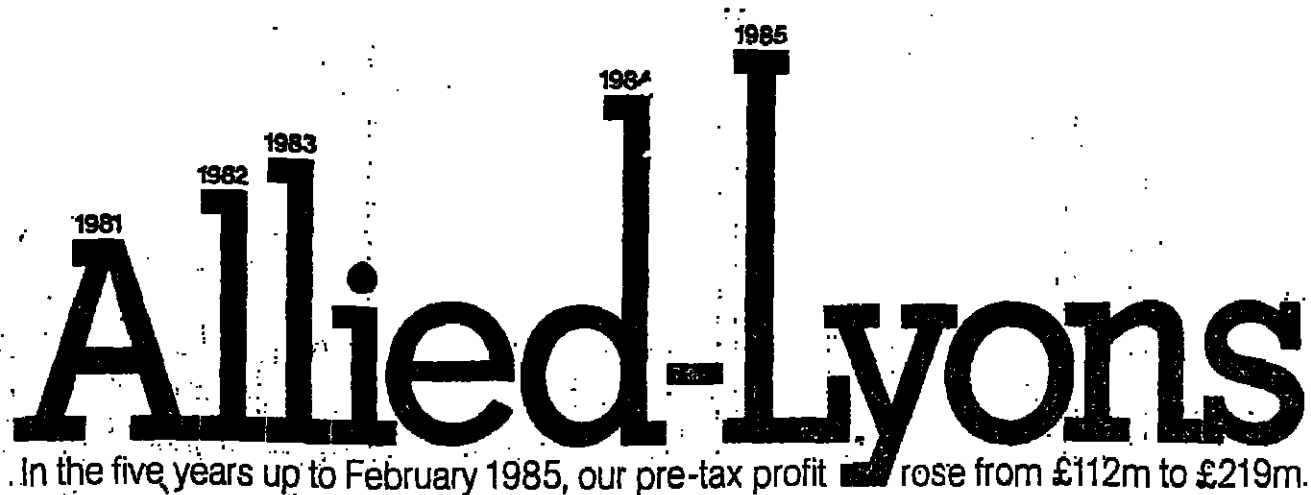
The country's leading shipper of wine has doubled the value of sales in the five years to February 1985.



UK's biggest-selling bitter has quintupled take-home sales in the four years to Dec. 1984.

# Embassy Hotels

Trading profit has increased over six times in the three years to February 1985.



In the five years up to February 1985, our pre-tax profit rose from £112m to £219m.



## STOCK EXCHANGE PRICES

# Another new peak

**ACCOUNT DAYS:** Dealings Began, Oct 14. Dealings End, Oct 25. \$ Contango Day, Oct 28. Settlement Day, Nov 4.  
\$ Forward bargains are permitted on two previous days.

**Claimants should ring 0254-53272**

1985	High	Low	Commodity	Price	Ch'ge	Cross Buy Yld	price %	P-E
505			News International	590	• ..	15.1	2.5	26.9
423			Outlook	470	• ..	8.2	1.6	26.9
130			Petroleum Fund	195	• ..	5.7	4.2	13.6
227			Trinity Ind	242	• ..	17.4	7.2	8.0
260			Utd Newspapers	290	• 47	22.9	7.9	12.2

[illegible][illegible]

130	BPCP	190	..	+1	17.1b	8.8	7.5
130	Burning	931	..	70	5.1	5.1	54.7
160	Do R/V	135	..	75	5.5	5.5	82.8
160	Do R/V	470	..	14.3	30	15.6	
160	Centric Comm	819	..	71	6.9	6.0	44.0
216	Chapman	2918	..	5.5	10.6	10.6	
216	Chapman	145	..	5.5b	5.3	20.2	
113	Picker (James)	190	..	3.2	1.7	10.5	
148	DRG	257	..	+4	10.0	2.5	8.9
148	DRG	480	..	10.0	2.5	8.9	
360	Flash Drive	250	..	8.0	1.7	26.0	
360	Flash Drive	250	..	5.7	7.8	14.9	
360	Gears (Glen)	148	..	+2	5.7	7.8	14.9
360	Gears (Glen)	148	..	+2	5.7	7.8	14.9
120	Lowie H-SC-E	341	..	+10	6.1	9.9	28.6
120	MacGregorville	153	..	4.0	6.1	5.3	11.3
120	MacGregorville	153	..	4.0	6.1	5.3	11.3
100	Wornton Open	85	..	+3	4.9	4.9	4.9
100	Wornton Open	85	..	+3	4.9	4.9	4.9

[illegible]

148	Dallas	100	+	1.9	18.3	75.1
149	Delaware	100	+	2.0	18.3	75.1
150	Denmark	112	+	3.4	3.0	93.6
151	Dominican Republic	112	+	3.4	3.0	93.6
152	Dominican Republic	112	+	3.4	3.0	93.6
153	Drugs of Leeds	88	+	4.8	5.1	10.3
154	Durham	177	+	9.0	6.1	10.3
155	Durham	177	+	9.0	6.1	10.3
156	East Portland	170	+	8.5	5.0	50.0
157	East Portland	170	+	8.5	5.0	50.0
158	East Portland	170	+	8.5	5.0	50.0
159	East Portland	170	+	8.5	5.0	50.0
160	East Portland	170	+	8.5	5.0	50.0
161	East Portland	170	+	8.5	5.0	50.0
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255	East Portland	170	+	8.5	5.0	50.0
256	East Portland	170	+	8.5	5.0	50.0
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260	East Portland	170	+	8.5	5.0	50.0
261	East Portland	170	+	8.5	5.0	50.0
262	East Portland	170	+	8.5	5.0	50.0
263	East Portland	170	+	8.5	5.0	50.0
264	East Portland	170	+	8.5	5.0	50.0
265	East Portland	170	+	8.5	5.0	50.0
266	East Portland	170	+	8.5	5.0	50.0
267	East Portland	170	+	8.5	5.0	50.0
268	East Portland	170	+	8.5	5.0	50.0
269	East Portland	170	+	8.5	5.0	50.0
270	East Portland	170	+	8.5	5.0	50.0
271	East Portland	170	+	8.5	5.0	50.0
272	East Portland	170	+	8.5	5.0	50.0
273	East Portland	170	+	8.5	5.0	50.0
274	East Portland	170	+	8.5	5.0	50.0
275	East Portland	170	+	8.5	5.0	50.0
276	East Portland	170	+	8.5	5.0	50.0
277	East Portland	170	+	8.5	5.0	50.0
278	East Portland	170	+	8.5	5.0	50.0
279	East Portland	170	+	8.5	5.0	50.0
280	East Portland	170	+	8.5	5.0	50.0
281	East Portland	170	+	8.5	5.0	50.0
282	East Portland	170	+	8.5	5.0	50.0
283	East Portland	170	+	8.5	5.0	50.0
284	East Portland	170	+	8.5	5.0	50.0
285	East Portland	170	+	8.5	5.0	50.0
286	East Portland	170	+	8.5	5.0	50.0
287	East Portland	170	+	8.5	5.0	50.0
288	East Portland	170	+	8.5	5.0	50.0
289	East Portland	170	+	8.5	5.0	50.0
290	East Portland	170	+	8.5	5.0	50.0
291	East Portland	170	+	8.5	5.0	50.0
292	East Portland	170	+	8.5	5.0	50.0
293	East Portland	170	+	8.5	5.0	50.0
294	East Portland	170	+	8.5	5.0	50.0
295	East Portland	170	+	8.5	5.0	50.0
296	East Portland	170	+	8.5	5.0	50.0
297	East Portland	170	+	8.5	5.0	50.0
298	East Portland	170	+	8.5	5.0	50.0
299	East Portland	170	+	8.5	5.0	50.0
300	East Portland	170	+	8.5	5.0	50.0
301	East Portland	170	+	8.5	5.0	50.0
302	East Portland	170	+	8.5	5.0	50.0
303	East Portland	170	+	8.5	5.0	50.0
304	East Portland	170	+	8.5	5.0	50.0
305	East Portland	170	+	8.5	5.0	50.0
306	East Portland	170	+	8.5	5.0	50.0
307	East Portland	170	+	8.5	5.0	50.0
308	East Portland	170	+	8.5	5.0	50.0
309	East Portland	170	+	8.5	5.0	50.0
310	East Portland	170	+	8.5	5.0	50.0
311	East Portland	170	+	8.5	5.0	50.0
312	East Portland	170	+	8.5	5.0	50.0
313	East Portland	170	+	8.5	5.0	50.0
314	East Portland	170	+	8.5	5.0	50.0
315	East Portland	170	+	8.5	5.0	50.0
316	East Portland	170	+	8.5	5.0	50.0
317	East Portland	170	+	8.5	5.0	50.0
318	East Portland	170	+	8.5	5.0	50.0
319	East Portland	170	+	8.5	5.0	50.0
320	East Portland	170	+	8.5	5.0	50.0
321	East Portland	170	+	8.5	5.0	50.0
322	East Portland	170	+	8.5	5.0	50.0
323	East Portland	170	+	8.5	5.0	50.0
324	East Portland	170	+	8.5	5.0	50.0
325	East Portland	170	+	8.5	5.0	50.0
326	East Portland	170	+	8.5	5.0	50.0
327	East Portland	170	+	8.5	5.0	50.0
328	East Portland	170	+	8.5	5.0	50.0
329	East Portland	170	+	8.5	5.0	50.0
330	East Portland	170	+	8.5	5.0	50.0
331	East Portland	170	+	8.5	5.0	50.0
332	East Portland	170	+	8.5	5.0	50.0
333	East Portland	170	+	8.5	5.0	50.0
334	East Portland	170	+	8.5	5.0	50.0
335	East Portland	170	+	8.5	5.0	50.0
336	East Portland	170	+	8.5	5.0	50.0
337	East Portland	170	+	8.5	5.0	50.0
338	East Portland	170	+	8.5	5.0	50.0
339	East Portland	170	+	8.5	5.0	50.0
340	East Portland	170	+	8.5	5.0	50.0
341	East Portland	170	+	8.5	5.0	50.0
342	East Portland	170	+	8.5	5.0	50.0
343	East Portland	170	+	8.5	5.0	50.0
344	East Portland	170	+	8.5	5.0	50.0
345	East Portland	170	+	8.5	5.0	50.0
346	East Portland	170	+	8.5	5.0	50.0
347	East Portland	170	+	8.5	5.0	50.0
348	East Portland	170	+	8.5	5.0	50.0
349	East Portland	170	+	8.5	5.0	50.0
350	East Portland	170	+	8.5	5.0	50.0
351	East Portland	170	+	8.5	5.0	50.0
352	East Portland	170	+	8.5	5.0	50.0
353	East Portland	170	+	8.5	5.0	50.0
354	East Portland	170	+	8.5	5.0	50.0
355	East Portland	170	+	8.5	5.0	50.0
356	East Portland	170	+	8.5	5.0	50.0
357	East Portland	170	+	8.5	5.0	50.0
358	East Portland	170	+	8.5	5.0	50.0
359	East Portland	170	+	8.5	5.0	50.0
360	East Portland	170	+	8.5	5.0	50.0
361	East Portland	170	+	8.5	5.0	50.0
362	East Portland	170	+	8.5	5.0	50.0
363	East Portland	170	+	8.5	5.0	50.0
364	East Portland	170	+	8.5	5.0	50.0
365						

126	Midwest	370	...	9.4	17.7	1.2
127	Midwest & ALJ	370	...	9.4	17.7	1.2
128	Mountain	221*	...	8.7	17.0	0.9
129	Mountain & ALJ	221*	...	8.7	17.0	0.9
130	North	34	...	11.4	17.2	1.2
131	North & ALJ	34	...	11.4	17.2	1.2
176	Perfide	34	...	11.4	17.2	1.2
177	Perfide & ALJ	34	...	11.4	17.2	1.2
178	Perfide & New	34	...	11.4	17.2	1.2
179	Perfide & ALJ	34	...	11.4	17.2	1.2
180	Perfide & New	34	...	11.4	17.2	1.2
181	Perfide & ALJ	34	...	11.4	17.2	1.2
182	Perfide & New	34	...	11.4	17.2	1.2
183	Perfide & ALJ	34	...	11.4	17.2	1.2
184	Perfide & New	34	...	11.4	17.2	1.2
185	Perfide & ALJ	34	...	11.4	17.2	1.2
186	Perfide & New	34	...	11.4	17.2	1.2
187	Perfide & ALJ	34	...	11.4	17.2	1.2
188	Perfide & New	34	...	11.4	17.2	1.2
189	Perfide & ALJ	34	...	11.4	17.2	1.2
190	Perfide & New	34	...	11.4	17.2	1.2
191	Perfide & ALJ	34	...	11.4	17.2	1.2
192	Perfide & New	34	...	11.4	17.2	1.2
193	Perfide & ALJ	34	...	11.4	17.2	1.2
194	Perfide & New	34	...	11.4	17.2	1.2
195	Perfide & ALJ	34	...	11.4	17.2	1.2
196	Perfide & New	34	...	11.4	17.2	1.2
197	Perfide & ALJ	34	...	11.4	17.2	1.2
198	Perfide & New	34	...	11.4	17.2	1.2
199	Perfide & ALJ	34	...	11.4	17.2	1.2
200	Perfide & New	34	...	11.4	17.2	1.2
201	Perfide & ALJ	34	...	11.4	17.2	1.2
202	Perfide & New	34	...	11.4	17.2	1.2
203	Perfide & ALJ	34	...	11.4	17.2	1.2
204	Perfide & New	34	...	11.4	17.2	1.2
205	Perfide & ALJ	34	...	11.4	17.2	1.2
206	Perfide & New	34	...	11.4	17.2	1.2
207	Perfide & ALJ	34	...	11.4	17.2	1.2
208	Perfide & New	34	...	11.4	17.2	1.2
209	Perfide & ALJ	34	...	11.4	17.2	1.2
210	Perfide & New	34	...	11.4	17.2	1.2
211	Perfide & ALJ	34	...	11.4	17.2	1.2
212	Perfide & New	34	...	11.4	17.2	1.2
213	Perfide & ALJ	34	...	11.4	17.2	1.2
214	Perfide & New	34	...	11.4	17.2	1.2
215	Perfide & ALJ	34	...	11.4	17.2	1.2
216	Perfide & New	34	...	11.4	17.2	1.2
217	Perfide & ALJ	34	...	11.4	17.2	1.2
218	Perfide & New	34	...	11.4	17.2	1.2
219	Perfide & ALJ	34	...	11.4	17.2	1.2
220	Perfide & New	34	...	11.4	17.2	1.2
221	Perfide & ALJ	34	...	11.4	17.2	1.2
222	Perfide & New	34	...	11.4	17.2	1.2
223	Perfide & ALJ	34	...	11.4	17.2	1.2
224	Perfide & New	34	...	11.4	17.2	1.2
225	Perfide & ALJ	34	...	11.4	17.2	1.2
226	Perfide & New	34	...	11.4	17.2	1.2
227	Perfide & ALJ	34	...	11.4	17.2	1.2
228	Perfide & New	34	...	11.4	17.2	1.2
229	Perfide & ALJ	34	...	11.4	17.2	1.2
230	Perfide & New	34	...	11.4	17.2	1.2
231	Perfide & ALJ	34	...	11.4	17.2	1.2
232	Perfide & New	34	...	11.4	17.2	1.2
233	Perfide & ALJ	34	...	11.4	17.2	1.2
234	Perfide & New	34	...	11.4	17.2	1.2
235	Perfide & ALJ	34	...	11.4	17.2	1.2
236	Perfide & New	34	...	11.4	17.2	1.2
237	Perfide & ALJ	34	...	11.4	17.2	1.2
238	Perfide & New	34	...	11.4	17.2	1.2
239	Perfide & ALJ	34	...	11.4	17.2	1.2
240	Perfide & New	34	...	11.4	17.2	1.2
241	Perfide & ALJ	34	...	11.4	17.2	1.2
242	Perfide & New	34	...	11.4	17.2	1.2
243	Perfide & ALJ	34	...	11.4	17.2	1.2
244	Perfide & New	34	...	11.4	17.2	1.2
245	Perfide & ALJ	34	...	11.4	17.2	1.2
246	Perfide & New	34	...	11.4	17.2	1.2
247	Perfide & ALJ	34	...	11.4	17.2	1.2
248	Perfide & New	34	...	11.4	17.2	1.2
249	Perfide & ALJ	34	...	11.4	17.2	1.2
250	Perfide & New	34	...	11.4	17.2	1.2
251	Perfide & ALJ	34	...	11.4	17.2	1.2
252	Perfide & New	34	...	11.4	17.2	1.2
253	Perfide & ALJ	34	...	11.4	17.2	1.2
254	Perfide & New	34	...	11.4	17.2	1.2
255	Perfide & ALJ	34	...	11.4	17.2	1.2
256	Perfide & New	34	...	11.4	17.2	1.2
257	Perfide & ALJ	34	...	11.4	17.2	1.2
258	Perfide & New	34	...	11.4	17.2	1.2
259	Perfide & ALJ	34	...	11.4	17.2	1.2
260	Perfide & New	34	...	11.4	17.2	1.2
261	Perfide & ALJ	34	...	11.4	17.2	1.2
262	Perfide & New	34	...	11.4	17.2	1.2
263	Perfide & ALJ	34	...	11.4	17.2	1.2
264	Perfide & New	34	...	11.4	17.2	1.2
265	Perfide & ALJ	34	...	11.4	17.2	1.2
266	Perfide & New	34	...	11.4	17.2	1.2
267	Perfide & ALJ	34	...	11.4	17.2	1.2
268	Perfide & New	34	...	11.4	17.2	1.2
269	Perfide & ALJ	34	...	11.4	17.2	1.2
270	Perfide & New	34	...	11.4	17.2	1.2
271	Perfide & ALJ	34	...	11.4	17.2	1.2
272	Perfide & New	34	...	11.4	17.2	1.2
273	Perfide & ALJ	34	...	11.4	17.2	1.2
274	Perfide & New	34	...	11.4	17.2	1.2
275	Perfide & ALJ	34	...	11.4	17.2	1.2
276	Perfide & New	34	...	11.4	17.2	1.2
277	Perfide & ALJ	34	...	11.4	17.2	1.2
278	Perfide & New	34	...	11.4	17.2	1.2
279	Perfide & ALJ	34	...	11.4	17.2	1.2
280	Perfide & New	34	...	11.4	17.2	1.2
281	Perfide & ALJ	34	...	11.4	17.2	1.2
282	Perfide & New	34	...	11.4	17.2	1.2
283	Perfide & ALJ	34	...	11.4	17.2	1.2
284	Perfide & New	34	...	11.4	17.2	1.2
285	Perfide & ALJ	34	...	11.4	17.2	1.2
286	Perfide & New	34	...	11.4	17.2	1.2
287	Perfide & ALJ	34	...	11.4	17.2	1.2
288	Perfide & New	34	...	11.4	17.2	1.2
289	Perfide & ALJ	34	...	11.4	17.2	1.2
290	Perfide & New	34	...	11.4	17.2	1.2
291	Perfide & ALJ	34	...	11.4	17.2	1.2
292	Perfide & New	34	...	11.4	17.2	1.2
293	Perfide & ALJ	34	...	11.4	17.2	1.2
294	Perfide & New	34	...	11.4	17.2	1.2
295	Perfide & ALJ	34	...	11.4	17.2	1.2
296	Perfide & New	34	...	11.4	17.2	1.2
297	Perfide & ALJ	34	...	11.4	17.2	1.2
298	Perfide & New	34	...	11.4	17.2	1.2
299	Perfide & ALJ	34	...	11.4	17.2	1.2
300	Perfide & New	34	...	11.4	17.2	1.2
301	Perfide & ALJ	34	...	11.4	17.2	1.2
302	Perfide & New	34	...	11.4	17.2	1.2
303	Perfide & ALJ	34	...	11.4	17.2	1.2
304	Perfide & New	34	...	11.4	17.2	1.2
305	Perfide & ALJ	34	...	11.4	17.2	1.2
306	Perfide & New	34	...	11.4	17.2	1.2
307	Perfide & ALJ	34	...	11.4	17.2	1.2
308	Perfide & New	34	...	11.4	17.2	1.2
309	Perfide & ALJ	34	...	11.4	17.2	1.2
310	Perfide & New	34	...	11.4	17.2	1.2
311	Perfide & ALJ	34	...	11.4	17.2	1.2
312	Perfide & New	34	...	11.4	17.2	1.2
313	Perfide & ALJ	34	...	11.4	17.2	1.2
314	Perfide & New	34	...	11.4	17.2	1.2
315	Perfide & ALJ	34	...	11.4	17.2	1.2
316	Perfide & New	34	...	11.4	17.2	1.2
317	Perfide & ALJ	34	...	11.4	17.2	1.2
318	Perfide & New	34	...	11.4	17.2	1.2
319	Perfide & ALJ	34	...	11.4	17.2	1.2
320	Perfide & New	34	...	11.4	17.2	1.2
321	Perfide & ALJ	34	...	11.4	17.2	1.2
322	Perfide & New	34	...	11.4	17.2	1.2
323	Perfide & ALJ	34	...	11.4	17.2	1.2
324	Perfide & New	34	...	11.4	17.2	1.2
325	Perfide & ALJ	34	...	11.4	17.2	1.2
326	Perfide & New	34	...	11.4	17.2	1.2
327	Perfide & ALJ	34	...	11.4	17.2	1.2
328	Perfide & New	34	...	11.4	17.2	1.2
329	Perfide & ALJ	34	...	11.4	17.2	1.2
330	Perfide & New	34	...	11.4	17.2	1.2
331	Perfide & ALJ	34	...	11.4	17.2	1.2
332	Perfide & New	34	...	11.4	17.2	1.2
333	Perfide & ALJ	34	...	11.4	17.2	1.2
334	Perfide & New	34	...	11.4	17.2	1.2
335	Perfide & ALJ	34	...	11.4	17.2	1.2
336	Perfide & New	34	...	11.4	17.2	1.2
337	Perfide & ALJ	34	...	11.4	17.2	1.2
338	Perfide & New	34	...	11.4	17.2	1.2
339	Perfide & ALJ	34	...	11.4	17.2	1.2
340	Perfide & New	34	...	11.4	17.2	1.2
341	Perfide & ALJ	34	...	11.4	17.2	1.2
342	Perfide & New	34	...	11.4	17.2	1.2
343	Perfide & ALJ	34	...	11.4	17.2	1.2
344	Perfide & New	34	...	11.4	17.2	1.2
345	Perfide & ALJ	34	...	11.4	17.2	1.2
346	Perfide & New	34	...	11.4	17.2	1.2
347	Perfide & ALJ	34	...	11.4	17.2	1.2
348	Perfide & New	34	...	11.4	17.2	1.2
349	Perfide & ALJ	34	...	11.4	17.2	1.2
350	Perfide & New	34	...	11.4	17.2	1.2
351	Perfide & ALJ	34	...	11.4	17.2	1.2
352	Perfide & New	34	...	11.4	17.2	1.2
353	Perfide & ALJ	34	...	11.4	17.2	1.2
354	Perfide & New	34	...	11.4	17.2	1.2
355	Perfide & ALJ	34	...	11.4	17.2	1.2
356	Perfide & New	34	...	11.4	17.2	1.2
357	Perfide & ALJ	34	...	11.4	17.2	1.2
358	Perfide & New	34	...	11.4	17.2	1.2
359	Perfide & ALJ	34	...	11.4	17.2	1.2
360	Perfide & New	34	...	11.4	17.2	1.2
361	Perfide & ALJ	34	...	11.4	17.2	1.2
362	Perfide & New	34	...	11.4	17.2	1.2
363	Perfide & ALJ	34	...	11.4	17.2	1.2
364	Perfide & New	34	...	11.4	17.2	1.2
365	Perfide & ALJ	34	...	11.4	17.2	1.2
366	Perfide & New	34	...	11.4	17.2	1.2
367	Perfide & ALJ	34	...	11.4	17.2	1.2
368	Perfide & New	34	...			

[illegible][illegible]

55	GE	100	•	77	9.5	7.5
56	GenCorp	100	•	77	10.5	10.5
57	GenCorp	25	•	78	12.8	13.8
58	GenCorp	121	•	77	9.5	9.5
59	General (F)	50	-	2	3.5	3.5
60	General	71	•	71	7.5	7.5
61	Stratford Jersey	71	•	71	3.5	3.5
62	GenCorp	100	•	77	10.5	10.5
63	GenCorp	100	•	77	10.5	10.5
64	GenCorp	100	•	77	10.5	10.5
65	GenCorp	100	•	77	10.5	10.5
66	GenCorp	100	•	77	10.5	10.5
67	GenCorp	100	•	77	10.5	10.5
68	GenCorp	100	•	77	10.5	10.5
69	GenCorp	100	•	77	10.5	10.5
70	GenCorp	100	•	77	10.5	10.5
71	GenCorp	100	•	77	10.5	10.5
72	GenCorp	100	•	77	10.5	10.5
73	GenCorp	100	•	77	10.5	10.5
74	GenCorp	100	•	77	10.5	10.5
75	GenCorp	100	•	77	10.5	10.5
76	GenCorp	100	•	77	10.5	10.5
77	GenCorp	100	•	77	10.5	10.5
78	GenCorp	100	•	77	10.5	10.5
79	GenCorp	100	•	77	10.5	10.5
80	GenCorp	100	•	77	10.5	10.5
81	GenCorp	100	•	77	10.5	10.5
82	GenCorp	100	•	77	10.5	10.5
83	GenCorp	100	•	77	10.5	10.5
84	GenCorp	100	•	77	10.5	10.5
85	GenCorp	100	•	77	10.5	10.5
86	GenCorp	100	•	77	10.5	10.5
87	GenCorp	100	•	77	10.5	10.5
88	GenCorp	100	•	77	10.5	10.5
89	GenCorp	100	•	77	10.5	10.5
90	GenCorp	100	•	77	10.5	10.5
91	GenCorp	100	•	77	10.5	10.5
92	GenCorp	100	•	77	10.5	10.5
93	GenCorp	100	•	77	10.5	10.5
94	GenCorp	100	•	77	10.5	10.5
95	GenCorp	100	•	77	10.5	10.5
96	GenCorp	100	•	77	10.5	10.5
97	GenCorp	100	•	77	10.5	10.5
98	GenCorp	100	•	77	10.5	10.5
99	GenCorp	100	•	77	10.5	10.5
100	GenCorp	100	•	77	10.5	10.5

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COMMERCIAL PROPERTY

# Shopping centres look at funfair attractions

By Judith Huntley

The Romans provided their citizens with bread and circuses, a philosophy which will strike a chord with today's retail developer.

The "bread" has always been provided but as the dividing line between shopping and leisure grows even finer, the "circuses" are becoming an integral part of retail development. If the Canadian experience is anything to go by, the two are already combined in some developments, a trend which is about to cross the Atlantic.

Mr John Hall, the chairman of Cameron Hall Developments which has successfully developed and funded the £150 million Metro Centre in Gateshead, Tyne and Wear is considering using the Canadian designers to add family leisure activities to his scheme. Two such projects have been put into shopping malls in Canada with varying degrees of success.

West Edmonton Mall, the world's largest shopping scheme at 5 million sq ft developed by four Iranian brothers at a cost of Can \$950 million (£492.22 million) has a Fantasyland within the centre. The interior of the mall is taken up by dolphins, mini-submarines and other such attractions.

But a more likely model for British developers, at least in the view of those at the Centre for Advanced Land Use Studies' tour of North America, is the Woodbine Centre close to Toronto.

There the same designers have built a children's funfair integrated with the retailing facilities but not located within the malls. It has Disneyland-type shop fronts around the ferris wheel and carousel which house food and children's shops.

The Woodbine Centre has been developed by Cadillac-Fairview, one of the largest North American developers, and Markborough Properties, the development arm of the International Thomson Organisation, based in Ontario. Thomson owns The Bay department store, one of the scheme's anchor tenants, through its acquisition of the Hudson Bay Company.

The developers have taken the brave step of allocating nearly 50,000 sq ft of space in the 600,000 sq ft of lettable retail space at Woodbine to the children's leisure area. The move has yet to prove itself financially as the development has only been open since August.

Cadillac-Fairview says that the space given over to the Disneyland-type operation has effectively been written off. The rest of the retail space has to pay for it. But it hopes to recoup the cost of the rides and staffing from the charges it makes. The food and retail outlets in that area appear to be trading well.

But several observers in Canada seem unable to discover how the West Edmonton Mall works financially. Local estate agents say there is no logical reason for the world's largest shopping centre to be located there. What started out as a conventional shopping mall has grown, like Topsy, into a giant funfair with retailing coming a close second.

## 'Circuses' becoming integral part of retail development

The current extension and refurbishment of the scheme will cost Can\$34 million showing a yield of just over 5 per cent. A new department store is close to taking a large amount of space in the centre, which is the focal point for a rapidly growing city. Square One has a book value of Can\$140 million.

Hammerson also has plans to build an office block on land close to Square One along with a 350-bed Sheraton Hotel. If Mississauga grows at its current rate Hammerson will find itself owning the entire city centre. Its 180-acre area there is the same size as Toronto's central business district. Development at Mississauga has been restricted to the south of Hammerson's Square One scheme, but new plans involve the release of land

to the north giving the developer an enormous potential catchment area.

Hammerson pipped other developers to the post in acquiring the 2,000 acres at Mississauga site from Mascan, the Canadian property group. It was a coup for a British developer then unknown in Canada. The company beat Cadillac-Fairview and Laing, among others, in the competition to pick up the Mascan properties.

Hammerson acquired a very rundown shopping centre, Square One, in the deal, which gives it the chance to greatly enhance its value by a modest refurbishment with potential for expansion.

Mr Sydney Mason's nose for a good deal came to the fore in the £47 million Mascan deal. The tax losses acquired are being used to offset liability on sales from the Rank Organisation's Canadian portfolio which Hammerson bought for £59 million at the beginning of the year.

One message which came through loud and clear from seeing North American shopping centres was the high quality of management. The developer/owner's life is made much easier there than in the United Kingdom because tenants are not sheltered by the Landlord and Tenant act. This gives the owner, in a strong market, the power to manage his centre aggressively to produce most income.

Shopping centres in the US and Canada are regarded as corporate businesses first and property investments second. This is quite the reverse of the situation in the United Kingdom.

The financing of schemes, the high development and land costs and the totally different leasing structure in Britain operate against the degree of flexibility and rapid adaptation in North America. But it must be said that British retailers would close stores on the kind of turnover per sq ft seen across the Atlantic, where returns on capital can be as high as 15 per cent.

## Court approves Dutch £70m office scheme

The Court of Appeal has approved plans by Bredero, the Dutch developer, to develop a £70 million scheme with 420,000 sq ft of offices at Hammerson's Island site in west London. The Appeal Court judges, Lords Justice O'Connor and Glidewell and Sir Edward Eveleigh, found that there was no objection to Hammerson and Fulham Borough Council considering and approving Bredero's scheme if it was right to do so.

They found against the Greater London Council, which appealed against the decision by the High Court that Hammerson and Fulham Council was entitled to give Bredero detailed planning permission to develop the Island site with London Regional Transport.

The court awarded costs to Hammerson and Fulham

council and the developer against the GLC. The GLC attempted to take the fight to the House of Lords but was refused by the judges.

Mr Allan Chisholm, managing director of Bredero, said that final negotiations are being completed between his company and the council.

Arlington Securities has raised £5 million through de Zoete & Bevan, the broker, in a private placing with existing and new shareholders. The money will be used to maintain the company's development programme, particularly of business parks, in which Arlington made its name.

The company was due to come to the stock market this year but flotation plans have been postponed until next year at least, depending on the state of the market.

TENNIS

# Davis Cup draw gives Britain home advantage against Spain

By Rex Bellamy, Tennis Correspondent

Britain will be at home to Spain, from March 7-9, in the first round of the 1986 world team championship for the Davis Cup. Paul Hutchins, their manager, could hardly believe his luck when the draw was made yesterday in Shepherd's Bush hotel, round the corner from the Vanderbilt Club, where Annabel Croft and Virginia Wade had beaten the world racket doubles champions, William Boone and Randall Crawley, by 6-3, 2-6, 7-2, the previous evening, in a tense challenge match (tennis, that is), between distinguished club members.

Britain's tennis teams cannot be regarded as serious contenders for world titles, especially the men's and consequently, need all the luck they can get. In drawing Spain, Britain fared better than the three other teams promoted to the first division, officially known as the World group. The three relevant ties will be Mexico v West Germany, New Zealand v Australia, and Denmark v Sweden. The promoted teams, named first, all have choice of venue, though that may not be worth much. Germany and Sweden have yet to contest this year's final.

Drawing Spain was Britain's first piece of luck. A second, equally important, is that this will be Britain's seventh consecutive home tie since Australia beat them at Adelaide in March, 1983. Spain are not the power they used to be, and were beaten on their best surface, shale, when Britain last played them, in Barcelona in 1982. Britain lead Spain 7-5 overall.

The first Davis Cup tie Spain played was at Hendon in 1921, when Britain beat them 4-1.

Formidable teams are sometimes caught up in the promotion and relegation traffic. The nations relegated to next

year's qualifying competition are Argentina, Chile, France and Japan. None will play in the same zone as Ireland, who will be at home to Belgium in the first round, and, if successful, would then play Britain's recent victims, Israel. A record total of 71 nations will take part, nine of them competing in a new African zone. Next year's recruits will be: Bangladesh, Ivory Coast, Kenya, Libya, Malta, Saudi Arabia, and Syria.

The total prize-money will be \$1,210,200 (about £840,000). The overall sponsors are the NEC Corporation, a Japanese communications company, as distinct from the National Exhibition Centre.

● The Davis Cup final between West Germany and Sweden, the holders, will take place at the Olympic Stadium, Munich, from December 20 to 22.

## DAVIS CUP DRAW

WORLD GROUP: Mexico v West Germany; Ecuador v United States; New Zealand v Australia; Great Britain v Spain; Yugoslavia v Soviet Union; India v Czechoslovakia; Italy v Paraguay; Denmark v Sweden. Matches to be played from March 7 to 9.

EUROPEAN ZONE A: Turkey v Luxembourg; Egypt v Malta; Bulgaria v Cyprus; Portugal v winner of African zone top; Poland v Finland; Byes: France, Austria, Romania. Matches to be played from May 9 to 11.

EUROPEAN ZONE B: Hungary v Iran; Greece v Syria, winner of African zone bottom v Norway; Saudi Arabia v The Netherlands; Ireland v Belgium; Byes: Monaco, Switzerland, Israel. Matches to be played from May 9 to 11.

## Wild, wild women

Virginia Wade and Anne Hobbs are the two wild cards to take part in the \$175,000 Prety Polly Championship at Brighton on October 20-27.

BASEBALL

## Royals level the series

Toronto (Reuters) - George Brett put the Kansas City Royals ahead 2-1 in a home run as they beat the Toronto Blue Jays 5-3 on Tuesday night to force a seventh and deciding game for the American League Championship.

With the score at 2-2 in the fifth inning, Brett stroked a towering fly ball that barely cleared the fence in right centrefield. It was his third home run of the series and his ninth in four games. The Royals' lead was short-lived, however, as the Jays' Bud Biancalana, helped provide some breathing room for the Royals in the sixth with a run-scoring double to right centre, before scoring on Lonnie Smith's double.

The veteran, Hal McRae, who had three hits for the game, drove in the first two Royals runs, with a first-inning single and a double in the third.

Toronto matched the score at the earliest opportunity. Damaso Garcia, after a lead-off double, scored on Rance Mullinik's double-play ball in the first. Lloyd Moseby's grounder brought home Tony Fernandez.

The winners of the series will meet the National League championship winners in the World Series.

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● HORACE CORY: For the half-year to June 30, with figures in £000, turnover was 2,955 (2,784), while the pretax profit was 46 (£200). Earnings per share were 0.16p (14.2p restated). An interim dividend of 0.2p (0.4p restated) is being paid on Nov 15.

● BRITANNIA GROUP: For the year to June 30, with figures in £000, sales were 5,537 (4,323), while the pretax profit was 731 (532). Earnings per share, net basis, 5.85p (6.24p). A first dividend of 0.75p (nil) is being paid, making a total of 1.25p (nil).

● GOODWIN: For the year to April 30, with figures in £000, turnover was 7,049 (5,779), while the pretax profit was 124 (247). Earnings per share, 0.80p (2.85p). A final dividend of 0.6p (0.6p) is being paid on Nov 14, making a total of 3.60 (0.6p).

● LONDON AND EDINBURGH TRUST: The company has acquired 51 per cent of Burlington Insurance Services for £1.46 million in shares. A further consideration of £600,000 may become due, depending on profits.

● CONSOLIDATED VENTURE TRUST: With figures in £000, gross pretax income for the six months to July 31 was 233.5 (160). Tax was 12 (22) and basic earnings per share were 0.712p (0.415p).

● ELSWICK-HOPPER: For the half-year to July 31, with figures in £000, turnover was 14,501 (14,838), while the pretax loss was 194 (loss 288). Losses per share were 0.73p (loss 0.76p).

## Base Lending Rates

ABN Bank ..... 11¼%  
Adam & Company ..... 11¼%  
BCCI ..... 11¼%  
Citibank Savings ..... 12¼%  
Continental Trust ..... 11¼%  
Co-operative Bank ..... 11¼%  
C. Hoare & Co ..... 11¼%  
Lloyds Bank ..... 11¼%  
Nat Westminster ..... 11¼%  
TSB ..... 11¼%  
Citibank NA ..... 11¼%

† Mortgage Base Rate.

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GOLF: NIGERIAN MEETS BALLESTEROS IN DUNHILL CUP



Marsh (above) and Graham: at loggerheads down under but teammates here

Hoping to bring the Dunhill Cup alight: Ballesteros (right) who leads Spain

# Big-name draw for Akakasiaka

By Mitchell Platts

Peter Akakasiaka, of Nigeria has about as much chance of beating Severiano Ballesteros in the Dunhill Cup, which starts at St Andrews today, as most people have of pronouncing his name correctly. Even so, the curiosity value of their confrontation is likely to provide more entertainment than the majority of the first-round matches, which involve the 16 nations assembled for the most lucrative golf tournament to be staged on British soil. It has a prize fund of £750,000.

The United States, Scotland, Japan, Spain and Australia are expected to topple France, Brazil, the Philippines, Nigeria and Hong Kong respectively with the ease that Nelson dumped Cowdell on the canvas last week. This leaves three matches in the balance, with Canada more likely to beat New Zealand than Wales are to overcome Taipei or England to beat Ireland.

Akakasiaka, aged 37, may have won 15 tournaments in his native Nigeria, but he confesses that the biggest thrill of his life will come when he stands next to Ballesteros today on the first tee at the recognized mecca of the game. "It's beautiful here and it is history for me just to play the Old Course", Akakasiaka said. "I will not be overawed, just happy and greatly honoured to be playing the best golfer in the world. It will be good for me, and my country win or lose."

The coincidence is that Akakasiaka began his golf career in fairly similar circumstances to Ballesteros, who struck his first shots, aged seven, with a club fashioned from a rusting three iron head hand-knitted into a stick acting as a shaft.

Akakasiaka, who like the Spaniard once caddied for 50p per round for pocket money, used an axe to carve himself a "set" of three clubs from the branches of trees, and he insists that he once scored a five under par round of 57 with them. Later he used a regular three-iron to consistently record sub-par scores.

To Akakasiaka, the huge centoured greens of the Old Course must seem strange after the browns - a mixture of sand and oil - on which he has putted for most of his life. Ballesteros, however, will find the greens different from those on which he won the Open on this course last year. Following such a wet summer, the putting surfaces are far more receptive, although the greens staff have prepared them with such skill that holding out will remain a teasing and tormenting examination.

In normal head-to-head contests Ballesteros would be a firm favourite to bring a premature end to his match out in the country, but as this tournament is being decided by medal matchplay, the amiable Akakasiaka will at least have the chance to play the infamous 17th hole, then the 18th as the sun sets on the "Auld Grey Toon".

Comal, the bookmakers, are prepared to offer \$5000 to one against Nigeria's three-man team returning home with the first prize of £225,000, although they are not so generous with Spain (9-4), whom they regard as the favourites, ahead of the United States, whom the organizers have installed as first seeds.

Two of the Australian team, Graham Marsh and David Graham, despite being at loggerheads over appearance money in their native country will be playing, while the third member, Greg Norman, confesses that he is fortunate to be alive following a water skiing accident in which he lost three teeth and had 30 stitches inserted in a mouth wound.

More golf, page 26

## FIRST ROUND PAIRINGS

NEW ZEALAND v CANADA: R Charles v D Barr; F Noddo v J Anderson; S Reese v D Hallioren.  
USA v FRANCE: R Floyd v M Tapscott; M O'Meara v S Pescoscatto; C Strang v G Watne.  
PHILIPPINES v JAPAN: J Rana v I Aoki; E Sagawa v M Kusunoki; M Gidara v A Kim.  
HONGKONG v AUSTRALIA: A Tang v G Norman; L Parker v G Marsh; Yui Su King v D Graham.  
SCOTLAND v BRAZIL: S Lyle v R Navarro; G Brand v J J Bonar; S Torrance v F Gorman.  
ENGLAND v IRELAND: H Clark v C O'Connor; J H Faldut v D Ferraro; R Way v Smyth.  
TAIWAN v WALES: T C Chen v I Woonman; Lih Huan Lu v D Llewellyn; T M Chen v P Parkin.  
NIGERIA v SPAIN: P Akakasiaka v S Ballesteros; C Okun v M Pevero; T Udomvorn v J-M Cantares.

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RACING: WILDENSTEIN INTRODUCES "NEW ELEMENT" AT PARIS INQUIRY

# French stewards postpone decision on Arc appeal

From Desmond Stoneham, Paris

The final result of the Tinsoult-Forté Prix de l'Arc de Triomphe which was run on October 6 will not be known until early tomorrow afternoon. After a two and a quarter hour appeal, which was heard at the offices of the Société d'Encouragement (French jockey-club) yesterday morning, the disciplinary stewards stated that they would require a further 48 hours to review the case.

At the end of the hearing a grim-faced Jeremy Tree, the trainer of Rainbow Quest, who was awarded the Arc said: "I have nothing to say. You must wait another 2 days." Pat Eddery, the winning jockey repeated the same words.

On the other hand Daniel Wildenstein and his entourage appeared to be optimistic about the final result. Mr Wildenstein, the part owner of Sagace, who was disqualified from first place, said that he had introduced a "new element", believed to be a rear-view film of the finish.

Sagace took the Arc by a neck from Rainbow Quest, but lost the race after a stewards enquiry. Immediately after dismounting from Rainbow Quest, Eddery exclaimed: "I was badly interfered with and I am sure to get the race." The stewards took only five minutes to disqualify Sagace but three days later, Mr Wildenstein lodged an appeal with the French jockey-club.

Several expert witnesses were called yesterday morning to give evidence and these included the jockeys, Cash Assmusen, Alain Lequeux and Yves Saint-Martin, who arrived 35 minutes late because of traffic congestion.

In one post-Arc article in a French magazine, Saint-Martin stated: "Having realised my mount, Sagace, was beaten I ardently hoped for the victory of Sagace. I saw him lean a first time to the left and then a second. The fault is indisputable. Eric Legrix did not have the presence of mind to change



Jeremy Tree: left grim-faced after Arc inquiry

his whip hand. It was a shame because Sagace would have probably fought back in the same manner as his challenger."

Speaking after the inquiry, Patrick Biancone, Sagace's trainer, commented: "I am very optimistic and we have produced new evidence. Mind you I am always optimistic."

During the latter stages of the Arc the head-on film appears to show that on two occasions Sagace veered into Rainbow Quest thus causing the interference which eventually resulted in his disqualification from Europe's richest race. I had an added bonus at Longchamp last Sunday as for some reason the head-on film of the Arc was shown on the closed-circuit system some 20 minutes after the end of racing, and Sagace definitely looked as if he had interfered with Rainbow Quest. My feeling is that the appeal will not succeed.

If the appeal does not succeed, Wildenstein says he will not take the case into the French legal system. He said after the end of yesterday's hearing: "I looked time and time again at the film before deciding to make an appeal. Everything went very well and there was an absence of fair play on either side."

On the future of Sagace Wildenstein remarked: "He seems to be much better now and after a gallop at the end of the week we will decide whether to send him for the Breeders' Cup at Aqueduct on November 2."

At the end of yesterday's inquiry, Louis Romanet, the assistant Director General of the French jockey club, said: "The hearing is now over and we will delay the result for 48 hours to consider new evidence." He ended: "I sincerely hope that the final result will not damage the *entente cordiale*."

## Ef시오's speed to prove decisive

By Mandarin

In a fascinating race for today's featured Bisquit Cognac Challenge Stakes at Newmarket, Ef시오 is napped to overcome the probable favourite, Scottish Reel, and confirm the high opinion that has always been held of him.

Scottish Reel, who has won four of his six races and been in the frame in his other two, will clearly be hard to beat, particularly if reproducing the sort of form he showed in his most recent race, the Phoenix Champion Stakes, in which he finished a respectable fourth to Comanche Run. However, that race was over a mile and a quarter on heavy going and Scottish Reel now has to tackle seven furlongs on much faster ground.

For this reason, I believe that Ef시오, who has a brilliant turn of foot, may be able to outpace him in the closing stages. Unbeaten in four races last year, Ef시오 was thought likely to make up into a Guineas horse this season. However, after a satisfactory reappearance when third in Balm in Newbury's Greenham Stakes, Ef시오 in fact finished last behind Shaded in the first colts classic.

Connections soon found the reason for this poor display. In common with nearly all Dunlop's horses Ef시오 was laid low

by a virus. He was then off the course until September when he ran the useful Lucky Ring to three-quarters of a length at Doncaster.

Ef시오 followed this up with a victory from Homo Sapien and Sarab in a listed race at Goodwood, quickening well to take the lead close home after being denied a clear run at a vital stage. In theory, Sarab, who is 4lb better off today for about a length has a chance of reversing the placings, but Ef시오 would have been an unlikely loser at Goodwood and should have little trouble confirming the form.

Of the others, Brocade won this race last year, but appears to have lost her enthusiasm. Lower Kegg and Breadcrumb have looked good in lesser company, but it will come as a great surprise if they can improve sufficiently to trouble Ef시오 or Scottish Reel.

A good run by Breadcrumb would provide a pointer to the chance of Postage in the Fordham Handicap half an hour later. Matt McCormack's



Steve Cauthen: chance of Haydock treble

three-year-old was a fast finishing second to Breadcrumb in a handicap at the last meeting.

However, Postage may find the task of conceding five lb to James Beeth's smart filly, Downy, beyond him. Winner of a competitive handicap at Newmarket's July meeting, Downy has been a model of consistency and showed how well she retains her form when inched out by Cherry Ridge in a valuable event at Ascot recently.

Cyrano de Bergerac and Lester Piggott have struck up a formidable partnership in recent weeks, following an impressive victory in a nursery at Newbury with a hard fought one over Tarib on this course.

However, Willie Hastings-Bass's colt has rocketed up in the weights as a result of his successes and in receipt of 9lb, Manton Dan, could just prove too strong. Manton Dan impressed when, having only his second race made all, he was running to beat Riviera Scam.

Steve Cauthen misses Newmarket to ride four horses for Henry Cecil at Haydock and the champion jockey could revive his hopes of reaching 200 winners by winning on three of them - Baroncourt (2.30), Toppeshamme (4.0), Chermichera (5.0).

First acceptors

WILLIAM HILL NOVEMBER HANDICAP (1m 4f 5in) 11.00. 1st: 11.00. 2nd: 11.00. 3rd: 11.00. 4th: 11.00. 5th: 11.00. 6th: 11.00. 7th: 11.00. 8th: 11.00. 9th: 11.00. 10th: 11.00. 11th: 11.00. 12th: 11.00. 13th: 11.00. 14th: 11.00. 15th: 11.00. 16th: 11.00. 17th: 11.00. 18th: 11.00. 19th: 11.00. 20th: 11.00. 21st: 11.00. 22nd: 11.00. 23rd: 11.00. 24th: 11.00. 25th: 11.00. 26th: 11.00. 27th: 11.00. 28th: 11.00. 29th: 11.00. 30th: 11.00. 31st: 11.00. 32nd: 11.00. 33rd: 11.00. 34th: 11.00. 35th: 11.00. 36th: 11.00. 37th: 11.00. 38th: 11.00. 39th: 11.00. 40th: 11.00. 41st: 11.00. 42nd: 11.00. 43rd: 11.00. 44th: 11.00. 45th: 11.00. 46th: 11.00. 47th: 11.00. 48th: 11.00. 49th: 11.00. 50th: 11.00. 51st: 11.00. 52nd: 11.00. 53rd: 11.00. 54th: 11.00. 55th: 11.00. 56th: 11.00. 57th: 11.00. 58th: 11.00. 59th: 11.00. 60th: 11.00. 61st: 11.00. 62nd: 11.00. 63rd: 11.00. 64th: 11.00. 65th: 11.00. 66th: 11.00. 67th: 11.00. 68th: 11.00. 69th: 11.00. 70th: 11.00. 71st: 11.00. 72nd: 11.00. 73rd: 11.00. 74th: 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## SECRETARY TO MD

**Salary to £9,250** **Edware**  
A Shortland Secretary is required to work for the MD of a leading Retail Organisation. Candidates should have top level Secretarial experience, an outgoing personality and excellent organisational skills. Benefits include generous product discounts and subsidised staff restaurant. Please reply to: Box 0457 L. The Times, with full career details.



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Applications are invited for the post of Personal Assistant/Administrator to the Assistant Chief Probation Officer, whose Managerial responsibilities cover Probation Service activities in the boroughs of Tower Hamlets and Hackney. Based at the modern Highbury Corner Magistrates' Court, the A.C.P.O. is a member of the Service's Management team and requires the support of a Personal Assistant to manage the task of promoting, co-ordinating and developing appropriate professional activities in the boroughs. The post will suit well motivated applicants with self-assurance and sense of humour, who can offer a sound educational background, administrative flair and 'secretarial' skills, with the ambition and ability to sustain a supportive role within Management. Good communicative and organising skills essential. Starting salary within range £8,532 to £9,012 per annum (currently under review). Generous annual leave entitlement, contributory pension scheme, interest-free season ticket loan scheme, etc. Further details and application forms from The Personnel Department, 73 Great Peter Street, London SW1P 2BN. Telephone: 01-222 5656, extn 283. ILPS IS AN EQUAL OPPORTUNITIES EMPLOYER

## PRIVATE SECRETARY/PA BROMLEY, KENT

The Chairman of a large, privately owned Group of Companies, trading internationally in the food industry, requires a private secretary/personal assistant with LCC Diploma or equivalent qualification. The work is varied and interesting and a background of commercial, technical and legal procedures would be an asset, as would fluent Spanish. Duties will also include liaising with Senior Executives and, therefore, experience at Director level is essential. Based in the Group's modern Head Office, close to Bromley South station, the position offers excellent salary and benefits, including free lunches, BUPA, free life insurance, non contributory pension scheme, etc. Please send detailed CV in the first instance, marked confidential, to:



## PA/SECRETARY to the President

c. £9,500-£11,000 + free lunches

Richmond College is an independent non-profit international American-style university college located in two campuses Kensington/Richmond. The President requires a mature PA/Secretary to be based in Kensington, who will be in charge of a secretary and a term-time clerk/typist located at Richmond. This is an interesting and challenging position which requires good secretarial skills (100/60), the ability to supervise, an eye for detail and considerable proven experience at senior management level, preferably in an educational/international orientated environment.

Please apply in writing to: **Office of The President**  
Pacific House  
7/17 Ansell Street  
London W8



## DIRECTOR'S SECRETARY - PRIVATE HOSPITAL NW1 - £10,000

In Marketing and Communications. No two days are the same. Local with contacts, the Media and the Public. Assist with exciting and creative projects. Hold the fort in the Director's absence. The ability to work independently essential. Ring Penny Rodman, Ref: 052771

## PARTNER'S SECRETARY - PROPERTY W1 - UP TO £9,500

First class Shortland Secretary for a first-class firm of Chartered Surveyors. The Partner is responsible for personnel and business management and is looking for a mature, well organized PA with a warm personality to assist him. Ring Gillian Brown, Ref: 052772

## PA TO SOFTWARE EXECUTIVE EC1 - £9,000

A genuine one to one PA role, assisting the Director MD of an increasingly busy software house. Full support role, encompassing shorthand, typing, and a caring attitude to his major tasks. Ring Louise Walker, Ref: 052773



## BI-LINGUAL SECRETARY (GERMAN/ENGLISH) SLOUGH

AEG Telefunken is a world leader in the field of electrical engineering. Here at our Slough Head Office we are looking for a Secretary, aged 24+ and preferably with German as their mother tongue to work for the Sales Director of our domestic electrical appliances division. This is a senior role calling for accurate shorthand and fast typing skills, combined with a smart appearance, common sense and strong interpersonal skills. In return, we offer a first class salary and large company benefits. For more information please contact Mrs E M McClure, Personnel Manager, AEG Telefunken (UK) Ltd, 217 Bath Road, Slough, Berks. Tel: Slough (0753) 872350.

## THE NATIONAL TRUST

The National Trust requires the following secretaries at its Head Office:  
**HISTORIC BUILDINGS DEPARTMENT**  
Secretary to Assistant Historic Buildings Secretary. Excellent audio skills and experience of office administration essential to deal with interesting and varied work.  
**FINANCE DEPARTMENT**  
Secretary to Head Office Accountant. Excellent audio skills and an aptitude for figure work essential to assist in the administration of legacies.  
**PUBLIC RELATIONS DEPARTMENT**  
Secretary to Appeal Manager - Enterprise Neptune. Previous experience first class secretarial skills and a pleasant, outgoing personality are essential to assist in the continuing operation of Enterprise Neptune. Word processor experience desirable.  
The INTEREXEC Group of Companies specialises in career development for senior executives, is the market leader and largest organisation of its kind in the country. An attractive salary together with generous annual leave entitlement will be offered to the right candidate.

Applications to: Mrs Angela Mortimer, INTEREXEC, 19 Charing Cross Road, London WC2H 9ES. Telephone: 01-593 5941

Mark Elder, the Music Director of ENGLISH NATIONAL OPERA is looking for a

## SECRETARY

We are looking for a self-motivated person aged between 24 and 40 who has sound musical qualifications and administrative skills. A knowledge of the opera/symphonic repertoire is essential. Good shorthand is essential and previous similar experience desirable. Please apply in writing to: Personnel Manager, English National Opera, London Coliseum, St. Martin's Lane, London WC2H 4ES. ENO an equal opportunities employer

## FASHION AND ADVERTISING £8,500

Leaders in the field of classic fashion, our client seeks a secretary to their advertising manager. Lots of variety as you liaise with models and photographers, attend meetings with your boss and take a full PA role. Excellent benefits on their beautiful offices and excellent prospects. 50/50 skills needed.

## FRENCH OR SPANISH TO £8,000

International manufacturers and distributors of wines and spirits seeks two bilingual secretaries with fluency in French and Spanish and the other with fluent Spanish and their export directors. Ideally you should have some high level college/degree level will be considered. 50/50 skills needed.

City 01-240 3551  
West End 01-240 3531/3531  
Elizabeth Hunt  
RECRUITMENT CONSULTANTS

## PA/SECRETARY to £10,000

One of the founder Directors of the highly professional to new Green Park Tube is looking for a secretary to help him and his wife. The position is involved in counselling and helping to manage the company. The job is a mix of secretarial and administrative duties. No shorthand but good audio. Age preferred 25-35. Free lunches.

## JOAN TREE

RECRUITMENT CONSULTANTS  
39 FLORAL STREET, WC2  
01-379 3535

## SECRETARY/RECEPTIONIST

Personable Secretary/Receptionist required by professional group based in W1, with good office skills, flexibility and initiative. Experience in finance/aviation would be an advantage. Telephone Mr Thomas 01-408 2082

## TOP W1 AD AGENCY

Requires young sec with excellent skills to work for 3 account men. Previous ad experience essential. Suit 2nd jobber accurate typing/shorthand. Salary £7,500. Tel: Clair 437 0434

## P.A.

Urgently required for senior director of a group of firms and property companies. We are a friendly and extremely busy small group operating from prestigious offices in Mayfair. General all round abilities are essential and you must have an attractive personality and be highly efficient. You should be aged between 24-38. An extremely good salary package is available. Please contact:

STEPHEN GOLDBERG  
01-408 1234

## ADMINISTRATION YOUR FORTE?

£10,500 + Excellent Package  
Do you have administrative flair and an understanding of modern technology? An opportunity to join the team of a leading company and assist in the development of a new product. The position is a mix of secretarial and administrative duties. No shorthand but good audio. Age preferred 25-35. Free lunches.

## SECRETARY/P.A.

Business executive director of W.I. based Visual Aids/ Graphics company require a Secretary/P.A. Efficiency and enthusiasm essential. Would suit someone who prefers the smaller more personal business environment and the involvement that's part of it. Candidates need 3 years experience, speak w.p.m., W.P. experience would be useful but training can be given. Salary £8,000 p.a. plus 4 weeks holiday. Tel. 439 4357 ask for Jeanette Buggen

## Senior Secretaries

174 New Bond St, W1

## INTERNATIONAL ORGANISATION IN BRUSSELS REQUIRES JUNIOR SECRETARIES

AGE LIMIT: 21-30  
Fluent in English with several years of secretarial experience. Required speeds: 45/90 typing and shorthand respectively. Knowledge of French an advantage. Word processing experience desirable. Good salary net of income tax. Write with detailed curriculum vitae to: UNIVERSAL COMMUNICATION, 122, Chée de la Hulpe, 1050 Brussels, Belgium. Please mention the ref: T1/440 on the envelope.

## EXECUTIVE SECRETARY

Due to the expansion of our activities, INTEREXEC has an immediate requirement for a Senior Secretary, educated to 'A' level standard, to join our administrative team. Candidates should be well presented with sound secretarial qualifications/experience and the confidence required to work at Director level. An excellent telephone manner is essential to liaise with our clients, all of whom are working at a most senior level. You will be working closely with one of our Directors and two Senior Executives within that Department, however a flexible attitude is required to work effectively as part of a secretarial/administrative team. The INTEREXEC Group of Companies specialises in career development for senior executives, is the market leader and largest organisation of its kind in the country. An attractive salary together with generous annual leave entitlement will be offered to the right candidate.

Applications to: Mrs Angela Mortimer, INTEREXEC, 19 Charing Cross Road, London WC2H 9ES. Telephone: 01-593 5941

## Expanding International Advertising Agency close to Oxford Circus has vacancies for:-

Receptionist/Telephonist  
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## GENERAL APPOINTMENTS

October 17, 1985

Outstanding business creators and builders are hard to find and expensive to employ, and when those you have chosen fail, it is not only difficult to get rid of them but even more costly. The measurable costs of recruiting good and bad management are the same, but the hidden costs of bad 'uns are frightening.

Few directors and managers have been trained in management selection, yet the art of selection is the secret of leadership. Even if your choice appears to be unpromising until human diamonds, they can be polished and then, when exposed to harsh business light, will sparkle.

By contrast, many managers, faced with the need to plot the future and make decisions, prefer to let jobs to be done by others; they are the people who will die quietly in their beds, the maintenance middle management not good enough to promote, not bad enough to sack.

In many boardrooms there are managers who are not director calibre and still have a strong need for structure. The very qualities they needed in their middle management jobs in marketing, manufacturing, sales or personnel are liabilities in the top job.

This leads to manifestations of the Law of Diminishing Competence. If management is weak (and often it is), it will surround itself with weaker non-threatening staff who will in turn choose weaker still subordinates.

James Gulliver, chairman of Argyl Group, expressed this failure well: "Managers and businessmen rarely hire a more talented person than themselves." He has said that one of the cornerstones of his takeover strategy has been to look for highly successful, profitable companies run by ageing dictator-style chief executives or owners.

In such enterprises there is a high probability that when the chief retires - or dies in harness - the company would soon falter and fail because there would be no competent, strong, entrepreneurial, commanding individuals to succeed him.

Companies are like trees, they "die from the top" - management must not only be skilled in defining the ingredients of the top job or jobs and the key qualities required in the successful candidates but also know how to conduct thorough, diagnostic selection interviews and make their "best" final selection decisions on the facts and not on eccentric hunches and personal prejudices.

Otherwise, it is pointless fishing in the company's pool of human resources for management potential unless it has been consciously and continuously re-stocked with ambitious, thrusting future managers, with those uncomfortable go-getting individuals that one French chief executive described to me as "so uninhibited in their intention to get to the top that they will stab you in the front".

Our politicians have not helped. Successive British Governments have burdened commerce and industry with a plethora of employment legislation creating a minefield for line managers, let alone personnel specialists.

Add to this the problem of attracting highly talented, creative young men and women into business rather than other career

The art of selection is the secret of leadership, but not enough directors are trained to pick the right man for the job, says John Lidstone



options, and the result presents a daunting challenge in the 1980s.

For all these reasons you might think that management would take steps to limit the risks of making selection mistakes. But you would be wrong. Less money and time from company budgets is allocated to the task of developing managers' skill in recruiting and selecting future management to ensure the company's survival and prosperity than to any other responsibility.

And that is as true of the giant multinationals that figure in *The Times Top 1000 Companies* as it is of the tens of thousands of small businesses.

Paradoxically, the "rotten (human) apples" recruited by incompetent selectors can survive undetected for longer in large corporations than they do in small ones where there is nowhere to hide.

Studies carried out by a member firm of the Management Consultants' Association from 1972 to the present have shown that in any sample of managers who admit that identifying, recruiting and selecting their successors is one of their prime

responsibilities, fewer than 4 per cent have had any training to equip them to select people for their organizations.

And to put this British management weakness into perspective, that statistic is just as true of American companies in the United States and their subsidiaries in Europe.

This finding was endorsed by a survey published jointly by the British Institute of Management and the Institute of Personnel Management. Based on data supplied by 333 companies, it revealed the following disturbing facts among many others about how British managers select.

● While the majority of personnel staff had had interviewing training, many of the people making the (final selection) decisions had not.

● Non-ability factors such as motivation, contribution to the job and ability to get along with other people - the most difficult to assess - were ranked higher than ability factors that are measurable, such as experience, qualifications or intelligence.

● These somewhat indefinable qualities are precisely those which

are difficult to assess in an interview.

Yet despite this, most executives and top managers are selected mainly on the basis of the interview - conducted in the majority of cases by untrained line managers and directors! At this same time management demand the highest standards of hired headhunters.

That is no excuse or defence for their own amateurism. For in the end they make a selection decision from the professionals' shortlists.

In the absence of any systematic approach to selection or any training to tackle this responsibility, future management are frequently chosen by a variety of subjective approaches that vary from selector to selector.

The majority of chief executives inevitably come from one or more of the many specialist functions such as marketing, sales, production, finance or personnel.

Here is another selection hurdle - not only being able to assess a potential candidate's chances of success in the top job by reviewing what he has done in the past, but (much more difficult) predicting how far he can rise above and outlive his previous specialisms and visualize the future goals of the business, decide what successful strategies should be pursued and be able to galvanize and motivate people to achieve them.

It is unlikely that he will be able to do this alone. Few successful companies are the product of one man's or woman's genius or manic dedication alone. There is usually to be found a chemistry of vibrations between him and at least one other person - each complementing the other's strengths and weaknesses in such a way that the company's goals

and growth are achieved in an atmosphere of creative honesty and mutual respect.

One of the key tests of business leaders is the concentrated ability to resist the temptation to manage the enterprise single-handed and not delegate - the Achilles heel of most small businesses.

Brookes and Matthews of Trafalgar Investments, Weinberg and Dane of Abbey Life-Hambros, Churchill and Cherwell, Alanbrooke and Montgomery, Gulliver and Grant are examples of this chemistry that immediately occur to me.

Getting this chemistry right is vital. Yet little is known about it and few psychologists and personnel specialists have given it the detailed research it deserves.

A handful of the people companies recruit today are going to be the seedcorn of tomorrow's top management. And if the business community is to regain its rightful stature in the public eye, it must have men and women of the highest calibre and deliberately expose them to a variety of business situations that will yield evidence of their abilities.

Nowhere is this more important than in family businesses where the claims of blood too often prevail over proven competence. Two examples in contrasting firms illustrate how some have bucked the "clogs to clogs in three generations".

In one family firm whose products command a 25 per cent share of the total British market, the chairman told me: "We will pay good money to keep the idiot

members of our family out of the business."

In another, a highly successful regional brewery, the chairman's son had to be groomed to run a business whose profits would be generated through a chain of tenanted public houses.

Where they are sited is as vital an initial decision as how they are run. So his development included six months working in the estates development department of a major supermarket group learning how future sites for their supermarkets were determined.

Every enterprise, large or small, it is to perpetuate itself successfully, must identify those who will replace its present top management. Every company must ensure that its present management is skilled in the selection techniques needed to pick those future leaders.

The battles of British commerce and industry are no less fierce than those waged by the armed forces in wartime, except that products, services and ideas are used in place of bullets, triggered by customers' needs.

But these commercial battles have this in common with their military counterparts. Victors, not just occasionally but again and again and again, go to those companies with the best selected, trained and motivated people at the top. But first, selecting the leaders and the skill that must be brought to this task is the secret that leads to victory.

John Lidstone is deputy managing director of the management consultants, Marketing Improvements, and 1986 chairman of the Management Consultants' Association.

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Additional information may be obtained from Dr S C Aitken, MRC Headquarters Office, 20 Park Crescent, London W1N 4AL. Telephone 01-636 5422 ext 206.

*Applications in the form of a short statement (about 1000 words) outlining in general terms the scientific programme which the applicant would propose for the Unit, together with a curriculum vitae: list of publications, and the name of three referees, should be submitted no later than 3 January 1986 to the Second Secretary of the Medical Research Council at the above address.*

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Peter Bloomfield 20-21 Suffolk Street London SW1Y 4HG.

## Barnsley Health Authority UNIT GENERAL MANAGER

We are seeking a Unit General Manager with proven managerial ability who can implement the general management function in the health services with an imaginative leadership and skill in the management of change, with the primary objective of improving the quality and effectiveness of services to patients. A capacity for taking personal responsibility for securing action and for managing a multi-disciplinary workforce in a complex organisation is essential.

The Unit (one of two in the District which has a resident population of 225,000) provides services for the mentally ill, mentally handicapped and the elderly and a full range of community services (426 beds, 25 health centres, revenue budget £9m, 1,125 staff). The management task involves further planned investment within the Unit and the implementation of joint strategies for community and joint care with the Local Authority.

The initial appointment will be for a term of up to a maximum of 5 years. The salary will be negotiable in excess of £20,000 (clinicians appointed will be re-imposed in accordance with Circular HC (85) 9).

A full package of information available from Pat Williams, Director, Manpower Resources and Organisation, "Hillier House", 49/51 Gawber Road, Barnsley, S75 2PY. Telephone: Barnsley (0226) 286122, ext 3903.

Informal enquiries to Tony Mapplebeck, District General Manager, following receipt of his information, will be welcome. (0226) 241421.

Closing date November 6th, 1985.

## MDS TRAINING CONSULTANT

MDS is a young but firmly established consultancy offering a high quality training service within the retail and distribution sector. Our client list includes some of the most significant names in the industry.

We now seek a Training Professional to play a key role in the next phase of our expansion.

The responsibilities will be wide-ranging including the design and tutoring of short courses, the development of new activities and techniques and the marketing of MDS to an even wider audience. Prospects for progression within the company's management structure are excellent.

Candidates must have the proven ability to train effectively in a broad range of management skills. Their career record should indicate achievement in line management and involvement in the retail/distribution sector. Previous consultancy experience would be a distinct advantage. They should reside in the southern half of the UK and be prepared to spend frequent periods away from home.

The salary will reflect the challenging nature of the position and benefits include free BUPA and life insurance and a contributory pension scheme. A company car will be provided.

Please write in strict confidence enclosing a full CV and salary details to:

Brian T. Willett, Chairman

MANAGEMENT DEVELOPMENT SERVICES (Training) LTD  
34 Dorchester Road, Weymouth, Dorset DT4 7JZ.

## PARK HOUSE, SANDRINGHAM A Country House Hotel for Disabled People A Leonard Cheshire Foundation Enterprise

## APPOINTMENT OF DIRECTOR

Park House, Sandringham, the childhood home of the Prince of Wales, has been made available to the Leonard Cheshire Foundation by Her Majesty The Queen, and is being changed into a country house hotel for the benefit of disabled people. The Management Committee invite applications for the position of Director of Park House, who will be responsible for the promotion and management of the project.

It is envisaged that the successful applicant will be a mature person with proven abilities of leadership, human understanding and considerable administrative ability. The ability to plan imaginatively and liaise with voluntary and statutory organisations at a high level will be essential.

The successful applicant will be required to take up the appointment in early 1986. Accommodation will not be provided and the person selected will be expected to live within reasonable distance of Sandringham.

Salary negotiable, according to qualifications and experience, in the region of £15,000 per year. A car will be provided and the successful candidate will be eligible for membership of the Foundation Pension Scheme.

For further details and an application form, please contact:

Arthur L. Bennett, Director

The Leonard Cheshire Foundation  
Leonard Cheshire House

26-29 Marmel Street, London SW1P 2QN

## WEST BERKSHIRE HEALTH AUTHORITY UNIT GENERAL MANAGERS (Re-advertisement)

We are seeking two General Managers from a variety of managerial or professional backgrounds to fill posts in the following Units within this Authority which provides services for a population of 426,000 and has an annual budget of £62m.

The General Managers will take personal responsibility for overall management within the Unit including the use of resources and the efficiency and quality of service provided for patient care. Applications must therefore be able to demonstrate a proven record in leadership and achievement.

UNIT	STAFF	BUDGET	SALARY RANGE
Mental Handicap	657	£5.7m	£17,268-23,268
Wokingham Hospital and Community	221	£2.1m	£14,264-20,254

All posts will be on a fixed term basis for three years, renewable by agreement.

Salaries are subject to negotiation within the salary ranges stated (successful candidates who are currently clinicians will be remunerated in accordance with HC(85)9).

Full details are available from the Personnel Officer, Great Western House, Station Road, Reading RG1 1LU (Tel: Reading (0734) 586181 Ext 278).

CLOSING DATE FOR APPLICATIONS: 7th November 1985.

## MANAGING DIRECTOR

Central  
Scotland

Sal/Bonus c £35K +  
Substantial Benefits

• Our client, Lovell Limited, is a well known designer and manufacturer of fashion-led ladies lingerie. With turnover at c £5m, the company's wide range of branded and own label products is strongly marketed through a variety of outlets in the UK and overseas.

• A capable general manager or director, probably aged 35-45 and presently totally accountable for a small to medium sized fmcg company or group subsidiary is now sought. Knowledge of innovative marketing methods, supported by a background in product management or marketing in a preferably fashion orientated fmcg environment, would be appropriate. Management team and workforce motivational skills are essential.

• Benefits to be expected at this level are available, and a significant contribution to relocation expenses will be negotiated where appropriate. Equity participation is open to the successful appointee as an option.

• Candidates, male and female, please write in confidence for further details and an application form to David T Bentley, Senior Consultant, 3i Consultants Ltd, Headrow House, The Headrow, Leeds LS1 6SS, quoting Reference DB557.

**3i** 3i Consultants Limited  
Recruitment Division

## AN ELECTRONIC OFFICE FOR A NEW ORGANISATION

**To £14,000 with bank fringe benefits**

The clearing banks are setting up a new organisation, the Association for Payment Clearing Services (APACS), to oversee the future development and operation of UK payment systems. The initial members of the new organisation will be the London and Scottish Clearing Banks, the Bank of England, the Central Trustee Savings Bank, Citibank, Co-operative Bank, National Girobank and Standard Chartered Bank and could expand in the coming years to include building societies and other institutions.

APACS itself will have a staff of some 70 people based in the City area. To support their work centralised databases and distributed computing power will be required in addition to word processing. To meet these needs APACS is installing a Wang electronic office system using Fastlan to link VS processors and a mix of personal computer and word processor workstations. A consultant is required initially to oversee the implementation of this system and subsequently to identify and develop applications to serve the new organisation. The ideal candidate will have been educated to degree level, have experience of Wang office systems and VS hardware and at least 2/3 years analyst/programmer experience. The post could offer career development opportunities into the mainstream research and planning activities of APACS.

If you are interested, please send details of yourself and your career history to:

The Director, Research & Planning Division,  
APACS, 32 City Road, LONDON, EC1Y 1AA.  
Tel: 01-628 3070.

**APACS**

Association for Payment Clearing Services

## Her Majesty's Chief Probation Inspector - Central London

Her Majesty's Chief Probation Inspector directs and co-ordinates the work of Her Majesty's Probation Inspectorate, which by advice and guidance helps the Probation Service to improve the quality and effectiveness of all aspects of its work and to make the best use of available resources. The Inspectorate also informs and advises Ministers and official colleagues about the work of the Probation Service nationally and locally and helps to implement Government policy in regard to the Service.

As the Home Secretary's chief professional adviser on all Probation Service matters, you should normally have had relevant experience by serving previously in the Probation Inspectorate, in an area probation service (preferably in the rank of Chief Probation Officer), or in other fields of social work or administration.

Starting salary within the range £22,325 - £26,895 according to qualifications and experience. A higher salary might be considered for a candidate with exceptionally relevant qualifications or experience. RELOCATION ASSISTANCE MAY BE AVAILABLE.

For further details and an application form (to be returned by 6 November 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Previous applicants need not re-apply as they will be considered again. Please quote ref: G/6657.

The Civil Service is an equal opportunity employer

## SALES EXECUTIVE FOR EXPERT SYSTEMS up to £18,000 + Car + Profit Sharing

This is a new key position offering the prospect of shaping the future sales activities within the Company. Reporting directly to the MD, the successful candidate will have prime responsibility for all the UK sales activities. The requirements for this very challenging position include a sound understanding of the technology, a proven sales record, the ability to communicate at all levels, and (of course) energy, enthusiasm and initiative. The position could suit an AI technologist with some sales/marketing experience wishing to concentrate on sales, or a salesman/woman already versed in the field. Sales manager potential is essential.

Expert Systems International is a leading company in the AI field. Trading since 1981, we have gained a well-respected position in the market for our products, consultancy and training services. An increasing number of contracts (including several with Alvey), a growing product range and an expanding need for training mean that we are now poised to grow on all fronts. A stimulating working environment in the most exciting field in computing, combined with a competitive salary and profit sharing, add up to a unique career opportunity. Send a concise and relevant CV, to:

Expert Systems International Ltd, 9 West Way, Oxford OX2 0JH

**EXPERT SYSTEMS INTERNATIONAL**



# GENERAL APPOINTMENTS

Trade 01-278 9161/5

## CJA

### RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH  
Tel: 01-588 3588 or 01-588 3576  
Telex No. 887374 Fax No. 01-638 9216

A key position - scope exists to become Chief Executive of the factoring business within 3-6 years.



### MANAGER - FACTORING

LIVERPOOL

£14,000 - £18,000

A DIVISION OF A WHOLLY OWNED SUBSIDIARY OF A BRITISH COMPANY

This vacancy calls for candidates, aged 26-34 who have a record of not less than 3 years' successful factoring business experience which will have included both administration and marketing/sales. The successful candidate will be responsible for managing the existing business, and marketing factoring services through existing clients, enquiries and the setting up of a national network of agents. The business is planned to triple in the next 3 years. A mature business outlook, the ability to assess prospective clients' suitability and structure the appropriate deal is important. Initial salary negotiable £14,000 - £18,000 + car, contributory pension, free life assurance, free family medical facility, assistance with removal expenses if necessary. Applications in strict confidence under reference MF 4384/TT, to the Managing Director.

CAMPBELL-JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH.  
TELEPHONE: 01-588 3588 or 01-588 3576. TELEX: 887374. FAX: 01-638 9216.



Millions of pounds' worth of advanced engineering, yours for 2 A' levels and a little application.

It's a Lynx helicopter and, as an Engineer Officer in the Royal Navy, you'd have to ensure that every working part was working perfectly.

The same is true for all equipment. The complex workings of weapons systems, nuclear submarines and the ships themselves are all the responsibility of Engineer Officers.

This may sound a tall order, but under your command you'll have a team of trained technicians.

And, whether you become a Marine, Weapon or Air Engineer, you will be highly trained yourself, at the Royal Naval Engineering College at Manadon. With 2 A' levels, you could apply to study there for your degree.

The engineering facilities at Manadon are superb. You'll have the chance to acquire first-hand experience of the very latest naval technology. And gain a degree which is CNAA validated and will count towards Chartered Engineer status.

What's more, when you graduate, you're a Sub-Lieutenant with 2 years' seniority, earning £9,680 p.a. And, in the long-term, the prospects are excellent. Currently 110 Captains and 10 Admirals are Engineer Officers. There are, however, considerably more applicants than places, so you'd be wise to apply now.

For more information write to Captain MP Grettton MA, RN, Officer Entry Section, Dept 679, Old Admiralty Building, Spring Gardens, London SW1A 2BE.

Minimum academic qualifications are A' level Maths and Physics, O' level English and 2 other GCE's or equivalent.

You must be under 26. Normally you should have been a UK resident for the past five years.



## OIL COMPANY Seeks

Ambitious young person to join expanding International Shipping Department in London. Drive and enthusiasm more important than experience but good academic qualifications required. This is a career opportunity and attractive package includes company car, BUPA etc.

Apply MR G. MAHON  
KOCH OIL INTERNATIONAL LTD  
BROOK HOUSE  
113 PARK LANE  
LONDON W1Y 3AJ

## Technical Executive

Textile Company requires person with capability to develop and initiate quality control system and at the same time be able to liaise technically and on production with substantial customers. The company, after several years of expansion, has reached a stage where it needs to build its management structure to meet the next stage of growth. The successful applicant must have a background in textiles and be of graduate standard, aged between 30/40 years. This senior position would be open to promotion and appointment to the Board. Please reply with full cv to Box 0853 W, The Times.

## CHIEF ACCOUNTANT (National Charity: Seven figure t.o.)

Applications invited from men and women (probably 40's/early 50's) with sound practical knowledge of double entry bookkeeping, preparation of final accounts, knowledge and experience of computer systems and ability to evaluate accounting/record systems and implement improvements. Formal qualifications is not necessary; what we require is a highly practical 'hands on' approach and ability to lead (by example) a small, enthusiastic team in a very successful, expanding environment. Location South London. Salary negotiable. Write or telephone Managing Director, Messrs's Executive Selection, 100 Baker Street, London, W1, 01-635 6581.

## INFORMATION TECHNOLOGY CONSULTANTS

£15-£25,000 CENTRAL LONDON

INPUT LTD is an international company providing planning and consultancy services for the information industry, requires further candidates for its Information Services Programme.

Responsibilities include researching information services issues with Vendors and Users of computers, analysis of data, forecasts and business trends, report writing and client enquiry/consulting services. We require candidates aged 25-35 with a good degree and demonstrable writing and presentation abilities.

Successful candidates will have worked in Computer Services or with a Major Hardware manufacturer, and have had business planning or research experience.

Fluency in French or German would be an advantage.

Salary will be negotiable subject to qualifications and experience.

This is an opportunity to join a fast growing dynamic company.

Please write or telephone enclosing brief cv with compensation history to: Kalle Hocking, Managing Director, INPUT LTD, 41 Dover Street, London W1X 2SE.

Tel: 01-493 8338. Ref: T110/85.

INPUT  
Planning Services for Management

## £20,000 to £70,000 MANAGERS, SALESMEN Jewellers, Watchmakers South Florida, U.S.A.

Mayor's Jewellers requires intelligent, ambitious personnel experienced in first class retail jewellery operation. Positions include managers and salesmen with minimum 8 years experience and FGA diploma, watchmakers with 10 years experience and diploma, goldsmiths and model makers with 10 years fine jewellery experience.

We have 15 stores in warm, sunny South Florida and opportunities for unlimited personal growth. We offer excellent salaries and incentives, profit-sharing, paid holidays, hospitalization insurance.

Contact Michael O'Mahony at Churchill Hotel, Portman Square London October 19-21. Please call him at 01-488-5800 for a personal confidential interview. If you prefer, call Mr. Harry Schuler collect in U.S. prior to Mr. O'Mahony's arrival to schedule an appointment.

Call collect (305) 442-4233.

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London W1N 5TB. Tel: 01-631 4411.  
8 Mathew Street, Liverpool L2 6RE.  
Tel: 051-236 1724.

## Sales Professional

Our client is well established and a key supplier to the meat processing industry. They now wish to expand their operation to capitalise on the growing market for high technology laser printers, as in other fields, is based upon our painstaking identification of customers' needs and formulation of individual solutions to them.

As an experienced 'high-tech' sales professional, accustomed and attracted to the task of selling a concept, then solving it through a comprehensive range of products, you'll enjoy the challenge of selling for Rank Xerox. Because the concept, like our products, has an exclusive USP recognised by a wide commercial market.

To succeed with us, you need experience in selling sophisticated, high value products to businesses. What we want to see are professionals whose personality, intelligent approach and individual drive has provided

ample opportunity to advance your career and achieve personal recognition. In return for your expertise and commitment, our client is willing to offer an extremely competitive salary allied to a highly attractive benefits package which includes a company car, pension scheme, free life assurance and subsidised BUPA.

Applicants should either telephone for an application form or send a full cv to: Sarah Bryson, Moxon Dolphin & Kerby Ltd, 178-202 Great Portland Street, London W1N 5TB, quoting ref. SB/4326/DT. Please state in a covering letter any companies to whom you do not wish your application sent.

Meat Processed Products.  
A Unique Development  
Role.

## A challenge for solutions oriented "High-Tech" Sales Professionals

c.£27,500 + car

## Business Development Manager

Hilton Business Systems, which is part of the Hilton Group of Companies is now entering an exciting stage of development. In addition to the bespoke software function and the dealerships with ICL, Apricot and Olivetti/AT & T, we are about to open a business centre to enable Hilton Business Systems to provide total business solutions to companies and individuals in terms of information technology and communications.

The type of person we require for this challenging role must have good man management skills and a sound background in marketing and, although some knowledge of computers would be an advantage, it is not essential. However, the main criteria will be that the successful applicant will have a high

degree of self-motivation and enthusiasm to inspire and direct the potential and resources of the Company.

If you are willing to accept the challenge, the rewards will be a competitive salary, company car, BUPA and generous staff discount. In the first instance please send a full cv to: Mrs. Lesley Kings, Personnel Department Hilton Investments, 40/42 Perrymount Road, Haywards Heath, West Sussex RH16 3LX.

RANK XEROX



## General Manager - Information Systems

Central London

Our client, a major U.S. international corporation with a multi-billion dollar turnover, is currently establishing a major presence in the U.K. information technology market. One element of this growth is the creation of an information systems and services company for which they are seeking a General Manager.

Ideally you should possess the marketing skills to enable you to launch a range of products that will quickly establish a dominant market share, in addition to having a proven record of successfully handling both man management and business management responsibility in a rapidly changing environment. We have no preconceptions about your commercial background; financial, consumer

goods or high technology company experience being equally of value.

It is unlikely that if you are currently earning less than £25,000, you will have the necessary seniority to take on this wide ranging role, but for the successful candidate we offer the prospect of developing a highly innovative new venture within a corporation planning a four fold growth before the end of the current decade. A competitive compensation package is offered including prestige car and usual benefits.

If the challenge of a new venture within the compass of an international business fires your imagination, write in confidence with a brief cv to: L. Pemberton, quoting ref.355, at the address below

WBH whites bull holmes ltd.  
PO Box 275, 63 St MARTIN'S LANE, LONDON WC2N 4RX

## EXPLORATION GEOLOGIST

Small international petroleum exploration and production company is seeking a qualified Geologist with 2-5 years experience with a solid background in mapping and interpretation to work in London and overseas.

Please forward curriculum vitae in confidence to:

Anglo Scandinavian Petroleum PLC,  
128-129 Cheapside,  
London EC2V 6BT.

## Redundant - or just looking?

Our career counselling and job search services are individually tailored to meet the needs of senior executives (men and women) in mid-career, and get results - guaranteed. Phone:-

London (01) 499 0321 Bristol (0272) 211967  
Guildford (0483) 575090 Banbury (0295) 59885  
SAS Search and Assessment Services Ltd  
Head Office: 23 High St, Banbury OX16 8BB



# GENERAL APPOINTMENTS Trade 01-278 9161/5

## APPLICATION CONSULTANCY

If you have a background in engineering, OR, DP or indeed, any practical, numerate field, and you are keen to escape from a routine environment, you should consider joining Metier - the unquestioned market leaders in the world of project management information systems.

As an Application Consultant, you will be involved in management consultancy, systems implementation and sales presentations and you will have the chance to travel

## We're More Interested In Your APTITUDE Than Your BACKGROUND

extensively both within the UK and overseas. You will often be expected to meet tight deadlines and no two assignments will be the same.

Self-motivated, presentable and highly articulate, you will need proven computing aptitude but a formal DP background is by no means essential. You may well have a degree in a scientific discipline, and a knowledge of European languages would

be useful.

Depending on your experience, we can offer a starting salary of between £8K and £16K, an attractive range of benefits, including a company car, and impressive opportunities for career progression. So, if you are looking for a greater challenge, send a full CV, stating current salary and where you saw this advertisement, to: Steve Austen, Consultancy Services Manager, Metier Management Systems Limited, 23 Clayton Road, Hayes, Middlesex UB3 1AN.



**METIER**

## FINANCIAL MANAGEMENT CONSULTANT

You have no doubt seen vacancies for financial management consultants and have perhaps wondered what exactly this entails. In a lot of cases it means selling Life Assurance, Pensions, and Investment Plans. However, at Allied Dunbar it means a lot more.

As one of the country's largest financial institutions, we are in a unique position to offer our clients a complete integrated range of financial services including Portfolio Management and Banking Services. Consequently we require people of integrity to train for a career in this wider sphere of financial management consultancy.

As we spend over £2 million p.a. on our Training programme, we are not as much concerned with your background, as with a successful track record, and above average ability to communicate, and a determination to succeed.

We consider well trained totally professional people crucial to the future of our business.

If you live in London, Home Counties, South Coast, East Angles, Midlands, Edinburgh, East Central or North East Scotland -

DIAL 180 TODAY and ask for "FREEPHONE ACHIEVEMENT"

- and speak personally to one of our Branch Management Team.

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THE FINANCIAL MANAGEMENT GROUP

## A springboard to success for ambitious, part-qualified accountants

Total Oil Marine currently supplies around 40% of the UK's natural gas through the Frigg system. A substantial North Sea operator committed to an expanding programme of offshore activity, we are now developing the Alwyn North field as an important new source of oil and gas for Britain, scheduled for start up in late 1987.

A challenging career development opportunity has arisen for a Budget Accountant to join our London-based finance team... where the quality of accounting output is vitally important.

Working within a large, fast-moving and highly-visible environment, you will liaise closely with all areas of our activities, in London and Aberdeen, gathering, co-ordinating, critically reviewing and consolidating information and reporting on budgets and costs... all within strict timescales. Budget and management

reporting experience, and the ability to identify key areas for reporting are essential.

If you are a graduate-level accountant (part-qualified or finalist) in your mid 20s, who can establish credibility quickly... build relationships easily with people at all levels... and who expects to qualify within a year or 18 months, you can be assured of exciting prospects within our dynamic organisation.

We will provide a highly competitive salary, the benefits you would expect of an international oil company, and all the encouragement you need to succeed.

Please telephone for an application form or send cv to Rod Eames, Personnel Officer, Total Oil Marine plc, Berkeley Square House, Berkeley Square, London W1X 6LT. Telephone: 01-493 6904.

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Bringing energy ashore

## SALES CONSULTANTS

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\* £35,000 pa comprehensive benefits package

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\* Growth opportunity offering future management prospects

Our Client is a highly resourced and elite company experiencing dramatic growth. They are the world's leader in the field of computer-based, Project Management Information systems. They now wish to appoint further experienced Sales Consultants with the ability to spearhead their penetration into new markets.

They are looking for salesmen with flair and enthusiasm, commercial awareness and the confidence to rise to the challenge of a successful, expanding and professional environment. Above all you will have the energy to further develop and increase the already prestigious client base.

You must be able to demonstrate a successful track record of selling computer system solutions or software, ideally into the manufacturing sector.

An attractive salary is offered plus commission, a quality company car and good company benefits apply.

In the first instance contact Cathy Tracey on 0990-26212 (24 hour answering service) or on 093287-4140 evenings and weekends, or send your CV immediately to the Ascol office quoting reference 237.

**CTA**  
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Cathy Tracey & Associates Ltd

attracts the best!

ASCOL: Coworth Park House, Coworth Park, Ascot, Berkshire SL5 7ZF. Tel: (0990) 26212 Fax: (0990) 27248. SHREWSBURY: Phoenix House, 1-3 Newfield Street, Shrewsbury SY3 3NF. Tel: 021 234 1999 Fax: 021 234 4795.

## General Managers

The management arrangements within the Salisbury Health Authority are undergoing radical change both in style and organisation. The principal aim is to achieve high standards in management practice. Two Unit General Managers are required who will have a key influence in developing and sustaining the level of performance that is necessary.

### General Services Unit

Salary c. £20,000

This Unit provides acute services and services to the elderly, with a budget of £18m and 1,520 staff. A major challenge will be the development of a new District General Hospital.

### Community Services Unit

Salary c. £17,000

This Unit includes all community services, hospitals, health centres, mental handicap and mental health services. The Unit has 670 staff and a budget of £8m. The Authority requires further development of care in the community.

Both these posts are directly accountable to the District General Manager for management of these services. The applicants will be required to demonstrate achievement in the private or public sector and show the ability to practice the visible and dynamic style of leadership that will be required. The man or woman appointed must be committed to the provision of a high quality service. Contracts will be for an initial fixed term of five years, renewable by mutual agreement. For application form and information please contact Mr. Peter King, Director of Personnel Services, Odstock Hospital, Salisbury, SP2 8BJ, Wiltshire. Telephone: 0722-336262, ext. 2801. Candidates who wish to discuss the posts are invited to telephone Mr. David Howells, District General Manager, telephone 0722-336262, ext. 2753. Closing date for completed applications 8th November 1985.

**SALISBURY Health Authority**

## HEAD OF INFORMATION SYSTEMS

### CITY

£40,000 neg + car

Our client, a major international investment banking organisation, is seeking an outstanding man or woman to direct the crucial information systems development programme for their financial securities operation in London. The position reports both to the board of directors here and to corporate headquarters in New York.

There are a number of clear objectives which must be achieved. These include the review of existing activities, the presentation of a strategic plan which meets local, European and corporate requirements and the provision of effective solutions to meet the needs of on-line dealer support, settlement accounting and communication with the international network. The company is determined to meet these objectives and will commit the necessary resources.

Clearly, you should be able to demonstrate significant achievements in systems development, project management and implementation within tight schedules using both internal and external products and services. In addition, the successful candidate is likely to have a thorough knowledge of the financial services industry and a technical background which preferably encompasses multiple VAX operations, relational databases, wide and local area communications.

This is a very challenging role both managerially and technically which will demand a high degree of self-motivation and excellent interpersonal skills at senior corporate levels. The rewards are therefore considerable. The salary indicator quoted should not be regarded as a limiting factor, and additional benefits will include bonus, free BUPA and non-contributory pension scheme.

Please reply in strict confidence to:

Richard Gaskell  
P & J Selection Limited  
Recruitment Consultants  
19-21 Tudor Street  
London EC4Y 0BA  
Tel: (01) 353-2853



## General Manager

The Churchill Clinic is a well established and respected independent central London hospital. A major new extension will soon open to bring the Clinic up to 90 beds plus day surgery and extensive supporting services - including magnetic resonance imaging.

Considerable scope is given to the General Manager and there is a stimulating opportunity for someone who is probably already working in a private hospital. Management of the Clinic is under the overall supervision of John Randle Associates, to whom the GM reports.

Salary around £20,000 a year plus benefits depending upon experience. Details from Kate Douglas, Churchill Clinic, 80 Lambeth Road, London SE1 7PW. telephone 01 828 5533 ext 228.

**CHURCHILL CLINIC**

## GROUP CHIEF ACCOUNTANT

Salary £17,000-£20,000 plus car

We are a rapidly expanding computer consultancy and software products group of 5 companies specialising in international banking systems development and artificial intelligence software products. We are seeking an energetic, able young executive to take charge of all aspects of the group's financial and management accounting, and company secretarial duties, and to play a key role in the successful and profitable expansion of the group.

Reporting to the Group Managing Director responsibilities will include day-to-day management and planning of the group's financial resources and position, preparation of financial plans and management information, company secretarial duties and tax planning.

The group is at present 70 staff and £1.4 million turnover. The 5 year plan forecasts rapid growth in staff numbers and turnover. This is a first class career opportunity for a person aged between 25/30 with a good honours degree and either ACA, ACMA or ACCA qualifications. The successful candidate can expect to share in the success of the group by rapid salary advancement. There are good promotion prospects to Board level and the possibility of share options in due course.

Please apply with your full CV to:  
The chairman,  
The Helix Technology Companies,  
11 Ludgate Circus,  
London EC4M 7LD.

## PERSONNEL PROBLEM?

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GENERAL APPOINTMENTS (01) 278 9161/5.

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# GENERAL APPOINTMENTS

Trade 01-278 9161/5

## SALES REPRESENTATIVE

### Automated Training Systems

Is a major developer and distributor of training for IBM Computers with headquarters in California and London having achieved broad international recognition.

The demand for our products is increasing, therefore we aim to attract and retain top quality people.

- We welcome applications from interested candidates who:-
- Have skills and experience in sales.
  - Are enthusiastic and professional.
  - Are career orientated.

Experience in management and/or computers is a plus. The Commission scheme that we offer is very rewarding with a minimum salary of around £10,000 per annum depending on your experience and background.

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Automated Training Systems

Suite 3,

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58/59 Highgate West Hill,

London, N6 6BU.

## COMMERCIAL DIRECTOR

Electronic Systems

Dorset

£20-25K plus Car and Benefits

As part of a diverse and rapidly expanding electronics group, our client is shortly to be registered as a public limited company.

Prior to this exciting leap forward, they are looking to appoint a Commercial Director to take responsibility for several key areas of the company's performance.

This career building opportunity is open to an ambitious executive who can demonstrate a successful broad-based background in Sales, Marketing, Administration and Profit Management within the electronics industry and who has the presence, drive and interpersonal skills to oversee and motivate a small, tight-knit international sales and marketing team.

The position reports directly to the Managing Director and offers real scope for advancement in the group within the next twelve months.

For further details of this important new opportunity please telephone Joe Wearne, the company's recruitment advisor, on 0628 74274 or write enclosing a current CV to Charvil Lewis International Ltd, Park House, Park Street, Maidenhead, Berks SL6 1SL.

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Microprocessors, Logic, Ex-Services,  
Production, Planning, Management,  
Mechanics, Underwater, Sensor,  
Magnetic Tape/Card Technology,  
Electronic & Mechanical Engineers

Tele/Data Communications,  
Electro/Fibre Optics, Coding,  
Fault Diagnosis, Test,  
Product Engineers, Contracts,  
Mechanical, Electronics Design,  
Scientific, Office, Laser,  
Physicians, Nuclear Engineering,  
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PLEASE RING: 01-950 7171 & ASK FOR OLIVE BRISTER  
SALARIED & TECHNICAL STAFF SELECTION  
78 High Street, Bushey, HERTS WD2 3DE  
(24-hr Ansaphone Service)

## EF Institute is looking for Tour Directors

What is EF Institute for Cultural Exchange?  
The world's most experienced organiser of educational tours for students and their teachers. Every year thousands of students travel with us to Great Britain, Germany, France, Spain, Italy, Greece and other European countries.

What is the role of the Tour Director?  
The Tour Director takes care of the group during their stay in Europe and is responsible for ensuring that everything runs smoothly during the tour.

What do we require from a Tour Director?

- Fluency in English and at least one other European language.
- A thorough knowledge of and interest in European culture, history, traditions and geography.
- Responsibility and flexibility.
- Common sense and humour.
- Minimum age: 20.

If you think you are suitable, please write or call

**ef** EF Institute for Cultural Exchange Inc.

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Preston Whitfield -  
Age 34  
Joined Marlowe-  
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Earnings for year  
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Previous occupation  
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Previous Salary  
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Marlowe-Sachs are intermediaries in the field of Unit Trusts, Pensions, Investments (onshore and offshore), and Insurance. We are expanding our operations and require intelligent, energetic individuals aged 25-40 for our Head Office in the City.

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28 Greville Street, London EC1



**Marlowe  
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## EXPORT SALES MANAGER

Associated

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A senior management position with a major Malt supplier to the International Brewing/Distilling industries with an established position in World Markets.

Responsibilities include maintaining and developing Overseas Sales and managing the Export office. Based at our Newark Head Office the post will require extensive overseas travel.

The holder of this key post reports to the Managing Director. Overseas sales represent a significant proportion of our total Company business.

Applicants should have a knowledge of C.A.P. procedures and a proven success record in selling. Experience in the grain and allied trades will be an advantage, and the preferred age range is 30 - 45 years.

The post will carry an attractive salary which will reflect the importance attached to the position and other benefits including Company car, BUPA, contributory pension and free life insurance. Relocation assistance will be provided where appropriate.

Apply in writing with a concise C.V. including present salary to:

**ABM**  
Mr. J. V. Duckett,  
Personnel Manager,  
Associated British  
Maltsters Ltd.,  
P.O. Box 8, Newark,  
Notts. NG24 1HE

## SALES/MARKETING DIRECTOR, DESIGNATE

WAFER TEST EQUIPMENT

Negotiable five figure salary,  
profit-sharing, suitable car etc, etc.

A comparatively young company producing a new concept in Wafer Probers seeks to appoint a dynamic Sales and Marketing-Director Designate. The position will carry total responsibility for sales throughout the world. This is an opportunity for the right person to join a highly specialised team and grow with the company. The successful applicant will be technically proficient and have a proven track record in sales within the industry.

The successful applicant would be prepared to live in a delightful part of the country near to the Lake District and the coast.

Box No 23261, The Times.

## RESIDENTIAL NEGOTIATOR

Required to join expanding West End department. Initiative and motivation the key characteristics. Experience essential. Excellent remuneration and every support given. Telephone Mark Pitman at:

### GROSS FINE

27 Princess St, Hanover Square, W1R 8NQ  
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to work in the French Alps  
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Ski Counsellors, chefs,  
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Positions available from December to April.

Please apply to Ruth Kemeys,  
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Ross-on-Wye, Herefordshire.

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### JOB SEARCH SUCCESS

#### THE WAY AHEAD

No matter whether you are seeking another job or considering a new career, we can provide you with effective and professional help.

Our service is tailor-made to your needs and circumstances. With coverage of both advertised and unadvertised vacancies, we aim for more success - in less time.

For a free, confidential discussion, senior executives are invited to contact us at:

**Mainland** Birmingham 021-643 2924  
Executive Services Goldford 0453-503555  
Maidenhead 0628 73212  
Elizabeth House, 22 Suffolk Street, Birmingham.

## PUBLIC APPOINTMENTS

Trade 01-278 9161/5

### THE NATIONAL ASSOCIATION OF HEAD TEACHERS

#### Appointment of Deputy General Secretary

The National Association of Head Teachers is a professional association representing some 22,000 Head Teachers and Deputies of schools and wishes to appoint a Deputy General Secretary on a salary equivalent to a Group 10 Head Teacher. The starting point on the salary scale of £16,824 - £18,141 (1984 scale) will be decided in the light of the successful candidate's present salary and previous experience.

We are looking for a person of initiative, enthusiasm and leadership, who will be responsible to the General Secretary for the overall administration of the Association and its Headquarters and who will deputise for the General Secretary, when necessary, in respect of his principal executive duties.

The Association would expect to appoint somebody with proven experience in finance and administration.

Further particulars and application forms are available from: The General Secretary, The National Association of Head Teachers, Holly House, 6 Paddockhall Road, Haywards Heath, West Sussex, RH16 1RG. Telephone Number Haywards Heath 453291/2.

The closing date for receipt of applications will be Friday, 8th November, 1985.

## BBC

### NEWS PRODUCERS

Television News

West London

£13,879 - £18,451  
Plus allowance of £569 p.a.

We're looking for experienced senior journalists to join the teams of writers responsible for *News After Noon*, the *Six O'Clock News*, the *Nine O'Clock News* and other network news programmes such as *Newsnight* and *Breakfast Time*. The main job is the handling of major and complex news stories, using all the techniques of television journalism. Other duties include forward planning and field production.

You must have journalistic experience in Television and Scriptwriting, and be able to work at speed; you must also have initiative and a capacity for leadership. (Ref. 1946/T)

### CONTRACT REPORTER

Financial Unit

News and Current Affairs, Radio

Central London

We need a journalist to join the team responsible for producing *Financial World Tonight*, *Financial Report* and *Money Box*.

You must have a proven track record in the financial field, a wide range of contacts and a good broadcasting voice. You will be expected to contribute to all aspects of the unit's output, reporting, interviewing and editing material for the domestic and overseas services.

Salary negotiable, depending on experience, but will be not less than £16,000. Initially the contract will be for one year. (Ref 6230/T)

Relocation expenses considered for permanent post.

Contact us immediately for application form (quote appropriate ref. and enclose s.a.e.) BBC Appointments, London W1A 1AA. Tel: 01-927 5799.

We are an equal opportunities employer

## B.Sc (Eng) - necessary - but not sufficient

In addition to a degree in engineering (mechanical or electrical/electronic) you will need to have at least 3 years design experience and a proven record of achievement to meet our requirements for senior designers. Previous experience with CAD will be an advantage.

You will be responsible for particular design projects and for seeing them from conception, through development/prototype build into production and installation at customers.

Lansing Bagroll are Europe's leading manufacturer of fork lift trucks and high density automated storage equipment, with a reputation for engineering excellence and ability to design and produce specialist equipment to meet individual customer's needs. This provides the base for future growth in both home and export markets.

The company offers competitive salaries plus an added value bonus scheme. Generous assistance with relocation into the Basingstoke area is available where appropriate.

Write giving brief details of experience and qualifications and salary progression to date to:

P. W. Steele, Director - Personnel,  
Lansing Bagroll Limited, Kingsclere Road,  
Basingstoke, Hants, RG21 2X.



## NEW MANAGEMENT SERVICES TEAM

Regents Park

Salaries circa £9,000 to £12,500

The formation of a Management Services Team within an international service organisation has created first-class career development opportunities. Vacancies exist for both experienced and junior personnel. The successful applicants will handle a wide variety of projects on an individual basis. The assignments will include mini computer systems with international communications, the appraisal of work flow problems and the enhancement of word processor based clerical systems.

Applicants should have a Business Studies or Computer Science degree and the more senior person, should have at least two years' practical experience. The experience must have been gained within a management services or consultancy environment. The ability to communicate effectively both verbally and in writing at all levels is an important attribute.

The successful candidates can look forward to challenge within an organisation that recognises and rewards success.

The conditions of service are well above average and include a generous holiday allowance, excellent pension scheme and BUPA.

For a confidential discussion contact our London office on 01-353 0981 or send your CV quoting reference S1/1010 to:-

Myriad Appointments (London) Ltd,  
30 Fleet Street,  
LONDON, EC4Y 1AA.

London **myriad** Reading

### IMPERIAL WAR MUSEUM

requires

#### CLERICAL OFFICER, DEPARTMENT OF MUSEUM SERVICES

Cheerful, energetic and adaptable person required to participate in a wide range of duties in the administration of this expanding area. The post involves extensive figure work (the area will shortly be computerised). There will be opportunities to participate in stock development and selection, print buying and marketing.

Candidates will be expected to have an aptitude for figure work a will preferably have experience in the commercial retail/business fields. An interest in twentieth century history and design would be an advantage. Qualifications required are 5 GCE 'O' levels (or equivalent) including English Language.

Salary £4,172 at age 16, to £6,165 at age 21 and over, rising by annual increments to a maximum of £7,658. Figures inclusive of Inner London Weighting.

For further information ring Angela Godwin - 01 735 8822 x 281.

For application form please write to:

Deputy Establishment Officer  
Imperial War Museum  
Lambeth Road  
London SE1 6HZ

Closing date for receipt of completed forms: 30 October 1985.  
The Imperial War Museum is an equal opportunity employer.



# GENERAL APPOINTMENTS ☎ Trade 01-278 9161/5

## Account Executives



Thomson McKinnon Securities Inc., a major U.S. investment firm, is expanding its London office and is looking for outstanding Account Executives in securities and commodities or those with exceptional potential.

**Do you have:**

- At least 2 years' brokerage experience
- A proven record of success
- A high energy level

As the largest privately-held firm in the financial services industry, we offer:

- A superior compensation package
- Profit participation
- A dynamic environment backed by the full support of our 100 years of investment experience
- The flexibility to allow you to reach your full potential

If you meet these criteria, please contact, in confidence:

**RICARDO DORICH**  
Thomson McKinnon International  
Greenly House  
40 Duke's Place  
London EC3A 5HJ  
Tel: 626 1511

## A UNIQUE ROLE AT THE HEART OF THE FINANCIAL SYSTEM

Senior consultants to £20,000  
consultants to £15,000  
with bank fringe benefits

The next decade will be one of considerable challenge to the financial sector with great potential for market growth, unprecedented competitive pressure and the need to respond to dramatic technological change.

Efficient funds transfer is at the heart of the financial system. Access to payment systems remains the key to access to financial markets.

The clearing banks are setting up a new organisation, the Association for Payment Clearing Services (APACS) to oversee the future development and operation of UK payment systems.

The Research & Planning Division of APACS is being created from IBRO (the Inter-Bank Research Organisation), a multidisciplinary organisation which, for 17 years has fulfilled a unique role within the banking sector, helping its sponsors, the London and Scottish Clearing Banks, to tackle a wide variety of work related to banking and money transmission developments.

We employ high calibre staff, able to work effectively with senior bank management, and to operate in an environment where a premium is placed on initiative, imagination and good communicative and analytic skills. The need to work closely with an even wider community of financial institutions over the coming years which could include major overseas banks and building societies will put an even greater premium on such skills.

The Research & Planning Division of APACS requires consultants at different levels in the organisation, and successful candidates should have professional experience, ideally based on some quantitative discipline such as economics, operational research, statistics, finance, systems analysis, business analysis, standards, or marketing.

If you are interested, please send details of yourself and your career history to:

The Director, Research & Planning Division, APACS, 32 City Road, London, EC1Y 1AA. Tel: 01-628 3070.

### IBRO

Inter-Bank Research Organisation

moves to

### APACS

Association for Payment Clearing Services

## RETAIL MARKETING EXPERIENCE

IN A CREATIVE CONSULTANCY ENVIRONMENT  
c £30 000

Allied International Designers is one of the world's leading design and marketing consultancies, with offices in London, Paris and Singapore.

The Retail Design group, operating as a discrete business unit within the organisation, achieves success by combining strong creative skills with a firm grasp of retail practices and possibilities.

Continued growth creates an opportunity to add major strength to the team by appointing an ambitious retail professional to help build a stronger understanding of client needs and the ways in which creative design can develop relevant solutions.

Success in the role will demand hands-on management experience within leading retail organisations, coupled with the ability to think strategically about business opportunities.

Calibre and personality are more important than specific qualifications. Candidates are likely to be in their 30's, probably graduates whose careers show rapid development through several areas of retail marketing or relevant consultancy and who now seek that additional dimension of intellectual challenge and variety which a top design consultancy can offer. Our rapid growth and ambitious future plans will provide a wide range of opportunities for further advancement.

Send details of relevant background and experience, marking envelope ST100, to Eric Rimmer, Allied International Designers Limited, 60-61 Britton Street, London EC1M 5NA. Telephone 01-250 1887.

A member of AIDCOM International plc.

**ALLIED INTERNATIONAL DESIGNERS**

RETAIL & INTERIOR DESIGN

## Working at leisure

Coopers & Lybrand is the UK's largest and one of its most rapidly expanding firms of accountants and management consultants. Our specialist tourism and leisure consulting team provides a comprehensive range of services to one of the fastest-growing areas of the UK economy.

The work is diverse and draws on a range of consultancy resources. Advising tourist boards, development agencies and private sector companies, our consultants are involved in developing tourism strategies, undertaking leisure project appraisals, helping with investment in hotels, theme parks, heritage centres, leisure complexes and sports stadia.

We are looking for additional consultants and senior consultants to work in this burgeoning area; individuals who are looking to further their careers by a move into management consultancy. You'll be in your late twenties or early thirties, with a background in line management in the tourism and leisure industry with experience in one or more of the following areas: marketing, information systems development and accountancy.

If you think your experience fits you to work at developing leisure, please send a full career résumé, including a daytime telephone number and quoting Ref. ZO4/9 to Jonathan Rounce, Coopers & Lybrand Associates, Plumtree Court, London EC4A 4HT.

**Coopers & Lybrand**

For business committed to growth.

## Fast Fax, Hard Fax.

For outstanding sales achievers  
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\* Thanks to the pioneering achievements of Infotec, fast fax now represents one of the most significant developments in information technology.

\* Our products are cost effective, well respected and our maturity as a company is illustrated by our national network of service support.

\* The market is expanding rapidly—it will double this year. Such is the phenomenal growth of our industry.

\* The potential however remains largely untapped. Just think that every commercial organisation—large or small—thrives on rapid communication (and that one sale inevitably leads to another) and you have some idea of the enormous opportunity.

\* The timing has never been better for achievement-orientated sales professionals. We now have opportunities based in London and Birmingham—for Sales Executives and Major Account Development Executives—ideally suited to your kind of determination, assertiveness and tenacity. Your communication and commercial skills will be stretched to the utmost.

\* We're offering first-class salaries and benefits—realistic on-target earnings of up to £23,000 plus car for Sales Executives and up to £15,000 plus car for Major Account Development Executives—reflecting our belief that the best is worth paying for.

If you are under 40 and you've an excellent sales track record—whether in capital goods, finance or another fast-moving speciality sales area—and are used to working to targets and quotas within a structured sales environment, then what are you waiting for? Call Richard Caie, our UK Direct Sales Manager on 01-577 2710/2820/2830 up until 9pm today to discuss the facts, or write to him at Kalle Infotec Ltd., Hoechst House, Salisbury Road, Hounslow, Middlesex TW4 6JH.

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## GENERAL APPOINTMENTS Trade 01-278 9161/5

### ACCOUNT MANAGER

£30,000 OTE

M4 Corridor

Our client is a leading supplier of data communications equipment with R & D and manufacturing facilities in this country. Already well ahead of this year's sales targets, they are looking to further advance their position in the market place with the appointment of an Account Manager.

This is a senior sales appointment with responsibility for developing new markets, particularly in the large End User area. With technical back up which is second to none and with total commitment from the company, it will be your task to negotiate with major users and increase sales in this competitive market place.

Our client is seeking a mature sales professional who can work with minimal supervision and who can quickly establish himself in this successful team. Ideally you will have:

- a proven sales record in the communications industry
- the confidence and bearing to enable you to deal at a senior level with clients
- a broad knowledge of data communications

To discuss this opportunity to advance your career contact David Robins on 0628 74274 or write to him at Charvil Lewis International Ltd, Park House, Park Street, Maidenhead, Berks SL6 1SL.

**Charvil Lewis**  
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and Office Automation

### HONG KONG

#### A CAREER IN LIGHT RAIL — TRANSPORT OPERATIONS MANAGER C.£30,000 + 25% gratuity p.a.

Construction of a new light rail transit system, which will eventually carry half a million passengers a day, has begun in the Western New Territories of Hong Kong, and it will revolutionise the transport base in one of the territories' fast expanding new urban centres.

To run the commercial operations of the new railway will be the task of the new Operations Manager. Reporting to the Light Rail Director of the Kowloon-Canton Railway Corporation — the owners and operators of the system — he will be charged with all operational matters relating to the Light Rail System and its feeder bus service.

Candidates, aged 40 plus, should be well rounded managers capable of combining broad financial and marketing skills with proven success in the day to day operational management of an integrated transport system. A real understanding of the interface between projects of this type and local community interest is essential.

An attractive remuneration package is offered which includes a salary of around HK\$320,000 per annum plus six weeks annual leave in the country of origin, education allowance, subsidised housing and full medical cover. The present rate of income tax in Hong Kong is a standard 17%.

To enable interviews to take place in U.K. at the end of October, applications, giving full personal and career details, should be forwarded as soon as possible via airmail, together with a recent photograph, to:



Mr. J.M.H. Trafford  
Personnel & Administration Director  
Kowloon-Canton Railway Corporation  
KCR House, Shatin, N.T.  
HONG KONG

### Young Financial Manager

E.C.4

c. £20,000

The exciting and fast moving world of Fleet Street, provides the ideal environment for the commercially aware accountant who aims to become a Financial Manager rather than simply a "scorekeeper".

Our client, an integral member of one of the foremost newspaper groups in this country, is committed to the development of a strong, creative, financial team.

The vacancy, created by a Group promotion, is as head of the financial and management accounting function. Reporting to the senior finance officer, the successful candidate will head a small team producing management information on a regular basis.

In addition to ensuring the timely and accurate production of accounts, the appointee will be expected to use commercial skills in the interpretation of those figures and to undertake any ad hoc exercise resulting from his/her findings.

Essential requirements are for a recognised accounting qualification, well developed communication skills and the ability to achieve results by persuasion rather than dictation.

Ideally, candidates will be aged 27-33 and will have obtained experience within a commercial environment preferably in the publishing industry.

Please write enclosing a career/salary history and day-time telephone number to Richard Norman FCA, quoting reference I/2323.

**EWMA**

E.M.A. Management Personnel Ltd.  
Halton House, 20-23 Holborn, London EC1N 2JD  
01 - 242 7773

### Truman Miles

Management Recruitment Consultants

#### Corporate Consultancy and Management Services

Partner Designate

£neg + Car

The challenge is to develop a specialist consultancy division to co-ordinate and expand business management and financial advisory services of a well-established general practice in London and the Home Counties with international connections.

An affinity for the privately owned, family run business is essential, turnover ranges up to 50m, and covers a wide range of industry and services.

Your activities will embrace all areas of management services and will include:-

- Corporate Finance
- Finance Investigation & Appraisal
- Computer Consultancy
- Systems Development
- Management Advisory Services
- New Business Development

Specialist skills in one or more areas are essential, and must include computer conversancy. Your present salary will exceed £20,000, and preference will be given to an FCA aged 30-40 with proven management ability.

Call or write, in confidence, to Robert Miles  
01-248 2002/3 or after 5pm 01-588 0085  
10-11 Bishopsgate Court, Old Bailey, London EC4M 7EL

#### MANAGING DIRECTOR

A leading California-based manufacturer of electronic displays, subsystems, keyboards and components serving the industrial, commercial and military markets world-wide needs an individual to establish and manage an electronic sales, service and distribution operation headquartered in the London area.

The ideal candidate will possess a strong business background with prior P&L responsibility, an entrepreneurial management style, and electronic and business degrees or equivalent electronics industry experience with a proven track record.

If you are qualified and excited about this challenging and rewarding career opportunity, please send your resume including salary history to:

Box No 0337R  
THE TIMES

#### TRAINING ASSISTANT FOR AMERICAN BANK

To deal with training programmes for the bank's audit dept, supervise course venues, provide pre-course literature & visual aids. An expansive personality, self-confidence & common sense are more important than a formal qualification. There will be UK and overseas travel. Knowledge of the audit function is essential. £14,015,000 + mortgage subsidy.

**ASB RECRUITMENT**  
52-54 Carter Lane  
London EC4V 6AS  
Tel: 01-248 0820  
Sheelagh Arrell

#### NICE LITTLE EARNER!

Competent well-spoken sales girls 22+ required by Picklesby shirt company for London & Home Counties direct sales but adding client leads. Commission basic earning, £200 + p.w. Charles 01-437 3450

## Jonathan Wren

### UK Property Lending/Investments

(Commercial) — Neg £30-£35,000 + Benefits

A US Property and Investment Company seek to establish a Representative Office in London. Acting on their behalf, we seek applications from successful, commercially aware candidates aged 30-40 years who, ideally, possess a relevant degree or professional qualification, to assume responsibility for the following activities:-

- ♦ Identify and negotiate commercial and industrial property deals.
- ♦ The evaluation of the property.
- ♦ To price and structure all financial arrangements.
- ♦ Analysis of company balance sheets through to credit proposals.
- ♦ An understanding of property law, statutory regulations, etc.

Some travel to Head Office, on the West Coast of the USA, is envisaged.

Please contact Brian Gooch or Jill Backhouse.

### Euronote Trader

To £50,000

A number of key market players seek skilled Euronote Traders with good new paper and secondary market experience. Excellent benefits are available.

Please contact Brian Sales or Roger Steare.

### Young ACA's/MBA's

£20-£25,000

Corporate Finance

+ Major Benefits

This Merchant Bank seeks two highly determined entrepreneurial ACA's, hopefully with some experience covering mergers/acquisitions, takeover codes - practices and management buy outs. The ability to act on own initiative is essential as the position offers an unusually high degree of 'licence'. Travel is a definite possibility at a later date. Full consideration would also be given to MBA's with experience gained in a financial or a management consultancy type role, the age range would be 24-28 years.

Please contact Brian Gooch or Jill Backhouse.

### Legal Advisor

An unusual and challenging opportunity has arisen for a Legal Advisor to cover a broad range of legal aspects of Capital Markets. We are seeking a Graduate with a legal qualification, and at least several years post qualification experience, gained either in banking or a City based firm of solicitors. This position will be of particular interest to a candidate seeking a stimulating environment and early management potential. A top level salary together with full benefits will reflect the importance of this post.

Please contact Norma Given or Richard Meredith.

All applications will be treated in strict confidence.

JONATHAN WREN & CO. LIMITED,  
170 Bishopsgate, London, EC2M 4LX. Tel: 01-623 1266

**Jonathan Wren**  
RECRUITMENT  
CONSULTANTS

### CAREER OPPORTUNITY IN MANAGEMENT CONSULTING (United Kingdom)

Large prestigious Consulting Firm with worldwide operations is in need of a person for the position of

### ACCOUNT EXECUTIVE

The company is the leader in its field with an exceptional reputation. Clients include a high percentage of the best known international companies.

This is an extraordinary opportunity to begin an exciting, highly rewarding career, starting in a management development programme.

After preliminary training, assignments will be in Sales and Client Handling, contacting and negotiating with Chief Executive Officers of major companies.

The applicant should be approximately 40 years of age with a good educational background. Business experience should show a record of advancement to Top Management Position and a proven ability to produce results.

Ambition, hard work, dedication and integrity are essential to success. We are performance minded. Past experience in consulting is not necessary, but talent for dealing and negotiating with top management level is a requisite. Position involves travel. This outstanding situation pays substantially with generous future pay increases and advancement based on performance.

There are no limits to the potential of this challenging position.

If interested please write, expressing your views of your personal qualifications and enclose a curriculum vitae with past salary history, photograph, telephone number and salary requirements.

Please write to Universal Communication, chaussée de La Hulpe 122, 1050 Brussels (Belgium), under reference 419, who will forward applications to their client.

### ELECTRONICS TRAINING

Chief Instructor

Middle East

A leading British exporter of capital goods and know-how is training the air force of a fast developing country in the region.

Your task will be the supervision and the training of technicians in the various aspects of electronics. This will include control of training staff, design of courses and the development of training aids and facilities. Under 50, almost certainly from a military background, you must have training and managerial experience together with a relevant technical qualification. One year renewable contract with a starting salary c.£22,500 (which can be tax free) with free food, accommodation and medical support, excellent leisure facilities and generous leave allocation.

Please reply, in confidence, giving full personal and career details, quoting ref. 637/DT, to:

**ST. JAMES'S**  
MANAGEMENT  
RECRUITMENT LTD

9 Park Place  
London SW1A 1LP (01-493 1788)



## HORIZONS

A guide to  
career development

## A franchise for your future?

Though banks are still being criticized for not being adventurous enough in their lending policies, money is no longer the biggest obstacle between the dream of starting your own business and reality.

It is not that difficult to get a business loan, but then comes the uncertainty of knowing whether your business plan will actually work - the failure rate among new enterprises continues to be depressingly high. The other great obstacle is the realization that even for someone with a lot of business experience, there are still huge areas of ignorance about running a small firm.

This is particularly true of those whose career has been spent in the compartmentalized environment of a large organization.

Taking up a franchise goes a long way to overcoming these obstacles and franchisees have a higher success rate than those who start up on their own. This is acknowledged by the banks who see franchising as an important trend in self employment and are prepared to lend up to 70 per cent of the start-up costs to approved borrowers.

What is it that makes this form of

How do you bridge  
the gap between the  
dream of your own  
business and the  
reality? Godfrey Golzen  
makes a suggestion

figure sum because of the cost of acquiring locations and fitting premises. Location is also a cost factor with retail franchises and service/retail hybrids such as print shops. These, however, require a smaller initial investment of about £50,000, although computer franchises also run into six figures because of the high inventory costs.

At the lower end of the market are pure service businesses which can be run from home: cleaning or vehicle and domestic care and maintenance. These will cost about £15,000.

The start-up figure includes an initial franchise fee for training, for being allowed to use the franchisor's name and know-how and for start-up support. These are fairly constant factors, so the fee tends to form a higher proportion of total start-up costs at the lower end of the range. Thereafter the franchisee pays a monthly or weekly royalty on sales and generally an advertising levy, because franchisors have found that advertising, even at local level, is most effective when it is handled centrally. Together these figures average 12½ per cent, although some franchisors charge either a small royalty or none at all, making most of their money in the form of a mark-up on goods supplied for re-sale to the franchisee.

Franchisees are allocated a "privileged territory" for a specific period, usually seven years, during which time the franchisor undertakes not to grant other franchises in it. The problem for anyone wanting to take up an established franchise is that prime territories may already be occupied. Yet new firms are coming into franchising all the time, and as in other forms of enterprise, there are great advantages in getting in on the ground floor of a really good idea.

The Body Shop started only 10 years ago in a back street in Brighton and is now a mini-empire in the retail cosmetics field, with more than 100 franchised outlets. It is now difficult to get a Body Shop franchise, but those who joined the network early on have made a lot of money. This is fairly unusual in franchising, because

though you can earn a good living from the return on your original investment - the general rule is that you should be able to recoup it within three or four years - it is not a way to riches.

There are, however, some good opportunities around, which are still in their early stages. Convenience stores and business services are considered by insiders to have a lot of steam behind them and some big firms who have previously expanded by the conventional method of opening branches are known to be studying the possibilities of franchising.

On the other hand, some fields which have been strong in previous years may have peaked, at least for the moment. High Street printing seems a crowded area now and fast food has not developed as quickly as had been hoped, although some more upmarket versions of it are doing well.

Franchising has more of a future than a past - few networks are more than five years old - so what should you look for when considering taking up a franchise? A key point is whether the scheme has bank support. The

The banks know a lot  
about the industry

banks know a lot about the industry now and though dishonest schemes are rare, some are obviously better than others: whose pilot outlets have been more rigorously controlled, who are more reliable on vital matters such as technical support and supply and whose product is simply better value for the consumer.

The banks will offer you their discreetly worded opinion or will at least supply you with a list of pertinent questions to ask and to check out in the franchisor's contract.

In addition you should study the cash flow and profit projections that come with the franchisor's brochure. They sometimes present a rosy picture in which costs are minimized and revenues err on the side of optimism.

The true story is best obtained from an existing franchisee, not one suggested by the franchisor, because it is likely to be a showpiece operation. It is best to assume that you will probably conform to the average.

If you feel confident of soaring above that, maybe franchising, with its admitted constraints on individual initiative to maintain the uniformity of the format as a whole, is not for you.

The Times is planning a Special Report on franchising on November 19.

## GENERAL APPOINTMENTS

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No pie in the sky, no broken promises, you will be happy and enjoy being involved. We are a national company already recognised as market leaders in the home improvement field. We now wish to hear from determined people with or without previous selling experience who have a car, home telephone and understand that nothing comes easy and that it takes hard work and effort to really succeed.

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EAST & WEST MIDLANDS — KEVIN ON  
0203 28515

BRISTOL, AVON — PHIL ON 0272 279501

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The restaurant and pub trade  
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For further details contact Jon Varney.

## LLOYDS SPECIALISTS

To £25,000 + Car

A prestigious national accountancy practice with considerable involvement in the Lloyds market, has identified a need to strengthen their presence in this area.

To this end they are seeking to recruit qualified ACAs with experience of Lloyds syndicates to join them at levels ranging from senior to senior manager.

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For further details of these and many other positions, contact Colin Perkins.

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On behalf of our clients, who include several international firms of Chartered Accountants, and three leading City firms of Solicitors, we are currently recruiting newly or recently qualified ACAs and Solicitors for challenging and rewarding taxation positions. Opportunities exist in both corporate and personal tax and full training and assistance for the ATB examination will be given.

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Telephone 01-583 0073

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For an initial discussion please

contact Fiona Croll or Ann Cowell,

or send your CV to

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**ACCOUNTANCY APPOINTMENTS**  
7 PRINCES STREET, W1, 01-525 7282

ACCOUNTING OPPORTUNITIES  
IN DIRECT-SELLING COMPANY

We are a successful and internationally renowned direct-selling company and we currently have the following vacancies for accounts staff at our Head office, just two minutes' walk from Harrow On The Hill Metropolitan Line Station.

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This position would be ideally suited to someone with general accounts office experience and a knowledge of accounting up to Trial Balance. If you have book-keeping qualifications ('O' or 'A' level Accounts) or perhaps you are part-qualified, we would be interested to hear from you.

As part of your responsibilities you will supervise a section of a general accounting office covering mainly Sales and Purchase Ledger Departments. You will assist with the preparation of monthly Management Accounts, reconciling ledger accounts and computer input/output. Experience of computerised accounting is required.

Reference: AS/TT/1710.

## ASSISTANT ACCOUNTANT

c£14,000

If you are aged around 30, part or fully-qualified or with a broad commercial experience, you could be the person we are looking for to supervise the running of the Accounts Department and to assist in the production of Management and Financial Accounts.

Experience of computerised accounting systems (preferably an ICL/IBM mini computer) is essential and familiarity with micro-computer modelling packages would be useful.

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